

Making More Money on Hides and Calfskins

Vol. 74

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THE NATIONAL PROVISIONER

CHICAGO AND NEW YORK

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JUNE 5, 1926

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If It's

Rohe "Regal"

The Quality Is Unexcelled

Sausage

Hams

Bacon

and

Lard



ROHE & BROTHER

Established 1857

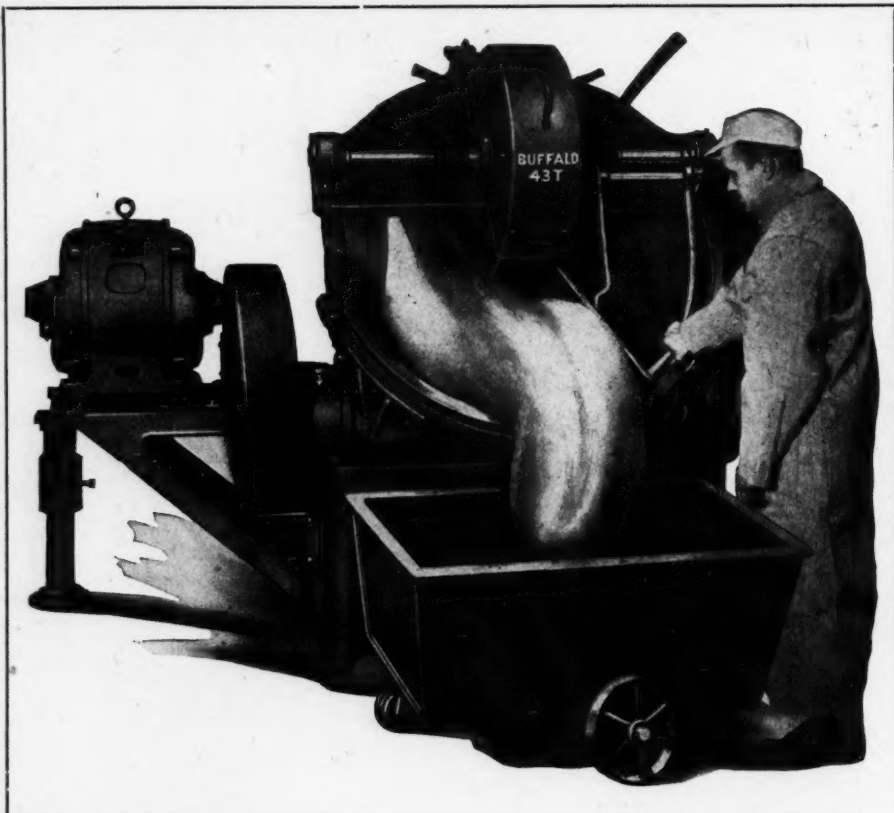
527-543 West 36th Street

New York City

Export Office: 344 Produce Exchange

Summer Sausage — Another Good Hot Weather Seller

See
p. 24



"BUFFALO"

Self Emptying Silent Cutter

Reduces Labor Cost 50% Saves 20% in Time

So confident are we that the new Self-Emptying Silent Cutter will reduce labor cost 50%, save at least 20% in time, increase yield and improve quality, that we will send one of these cutters to any reliable sausage maker on 30 days' trial.

Trial installations filled in order received.

Write at once, wire or phone if you are willing to be shown without risk to yourself.

John E. Smith's Sons Co.

Patentees and Manufacturers

"BUFFALO" Silent Cutters, Mixers, Grinders and Stuffers

50 Broadway,
Buffalo, N. Y.

Douglas Wharf,
Putney, London

4201 S. Halsted St.,
Chicago, Ill.

Now in
Successful operation
by

Louis Rettberg (2)
Baltimore, Md.

Pavelka Bros.,
Cleveland, Ohio

S. R. Gerber,
Buffalo, N. Y.

Manhattan Prov. Co.
New York, N. Y.

Schaffner Bros.,
Erie, Pa.

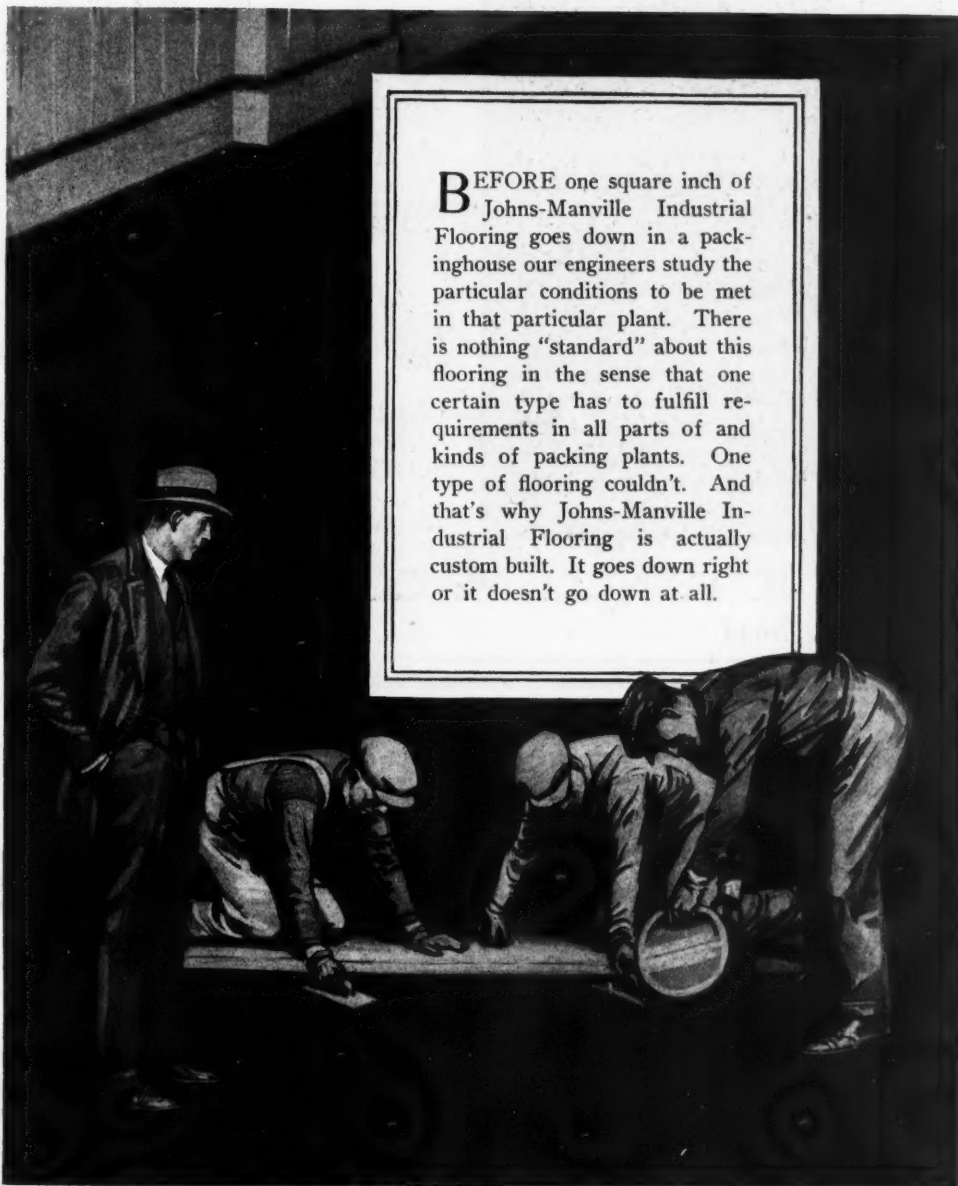
Henry Muhs,
Passaic, N. J.

C. Finkbeiner,
Little Rock, Ark.

Armour and Company,
Chicago, Ill.

Geo. Kern,
New York, N. Y.

Custom Built



BEFORE one square inch of Johns-Manville Industrial Flooring goes down in a packinghouse our engineers study the particular conditions to be met in that particular plant. There is nothing "standard" about this flooring in the sense that one certain type has to fulfill requirements in all parts of and kinds of packing plants. One type of flooring couldn't. And that's why Johns-Manville Industrial Flooring is actually custom built. It goes down right or it doesn't go down at all.

Johns-Manville Industrial Flooring meets any combination of specific conditions because its composition may be modified to give it special characteristics that fit individual needs: the ideal packinghouse floor.

JOHNS-MANVILLE Industrial Flooring

JOHNS-MANVILLE INC., 292 Madison Ave. at 41st St., New York City
Branches in all large cities For Canada: Canadian Johns-Manville Co., Ltd., Toronto



Airoblast

Quick Safe Simple

The modern method of smoking meats.

The automatic heat control assures results.

Airoblast

has eliminated smoke-house troubles and added profits to scores of packers and sausage manufacturers.

B. F. NELL & COMPANY

620 W. Pershing Road

Chicago, Ill.

Sturdy, Rugged Presses for Long, Efficient Service

We Build Hydraulic Curb Presses of Every Type for

Tallow, Animal Oil, Lard, Fertilizer Plants, Poultry Feed,
Soap Factories, Etc.

No special preparation of material is necessary with these presses. They will compress any material that can be placed in the curb, without danger of breaking machine.

Southwark Curb Presses can be furnished in capacities ranging from 150 to 1,130 tons.

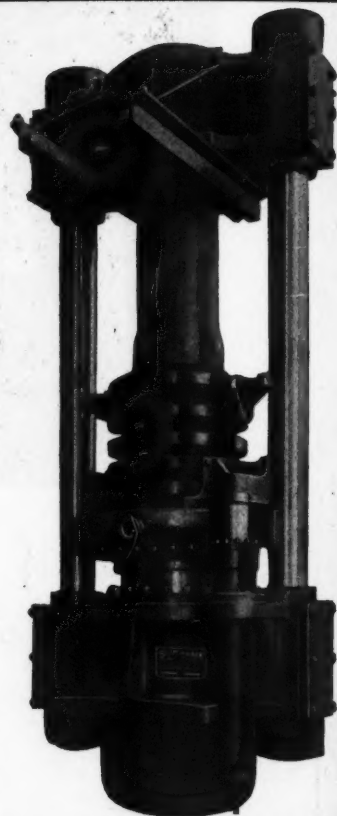
The press illustrated is equipped with stripper rams which automatically eject the cakes of compressed material from the curb, after the pressing operation is completed.

SOUTHWARK
FOUNDRY AND MACHINE CO.
ESTABLISHED 1836
PHILADELPHIA, PA.

100 E. SOUTH ST.
AKRON, OHIO

434 WASHINGTON AVE.
PHILADELPHIA, PA.

343 S. DEARBORN ST.
CHICAGO, ILL.



Rendering

**Forty-three All Steel Berrigan
Presses Sold to Packing Houses
in past two years**

All Operating Successfully

*Do you know what saving these
Presses make every day?*

Broadly Covered by U. S. Patents

These presses can be ordered through The Allbright-Nell Co.

—or—

J. J. Berrigan & Son

7464 Greenview Ave.

Chicago, Ill.

A New Way to Cook Hams

Here is the latest in ham cooking. The picture shows an Allbright-Nell Co. ham cooking cabinet in Buehler Bros. Packing House, Chicago. By this method hams are cooked entirely by vapor, created by heating a pan of water in the bottom of the cabinet with steam.

To prevent shrinkage—which would mean loss of weight and loss of money—and to remove all guesswork as to temperature in the cabinet, an extremely sensitive and reliable temperature control must be used—and the American (formerly Honeco) was selected after most careful comparison.

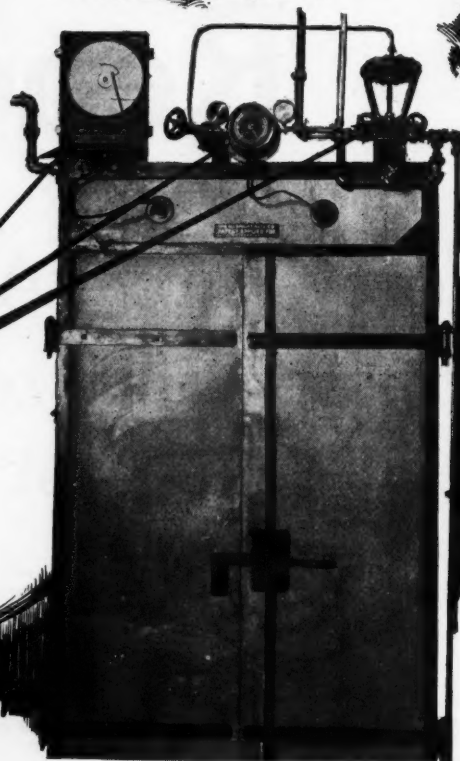
AMERICAN

In order that they may have a written record of temperatures maintained, as well as a record of when and how often temperatures are inspected, an American (formerly Columbia) Recording Thermometer is employed.

With these instruments they are assured of always getting tasty, fine looking hams without danger of shrinkage. Our Engineering Department has made a careful study of packers' problems. Let us help you. Ask for Catalog K-49.

AMERICAN SCHAEFFER & BUDENBERG CORP.

Brooklyn, N. Y.
 Atlanta Cleveland Philadelphia *Seattle
 *Boston Detroit *Pittsburgh St. Louis
 Buffalo *Los Angeles Salt Lake City Tulsa
 *Chicago *Stock Carried at these branches.

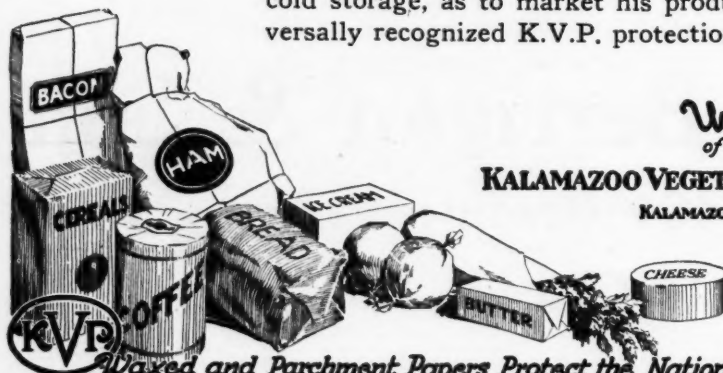


Uncle Jake says—

The only man who really appreciates a long speech is the man who makes it.

We could occupy this entire page in telling you about the merits of K.V.P. Genuine Vegetable Parchment and even then we would not run out of plenty of good, sound logical arguments in its favor.

As well might the Packer try to get along without cold storage, as to market his product without this universally recognized K.V.P. protection.



Uncle Jake
of the

KALAMAZOO VEGETABLE PARCHMENT CO.
KALAMAZOO, MICHIGAN

Waxed and Parchment Papers Protect the Nations Food.

The Best By Test is

Our "BOSS" Prime Rendering System Patents Pending

For Edible and Inedible Packing House Material, the fastest and most efficient, producing highest grade products

The Proof of the Pudding is in the Eating
The Proof of the Rendering is in the Results

"BOSS" COOKER FOR EDIBLE MATERIAL

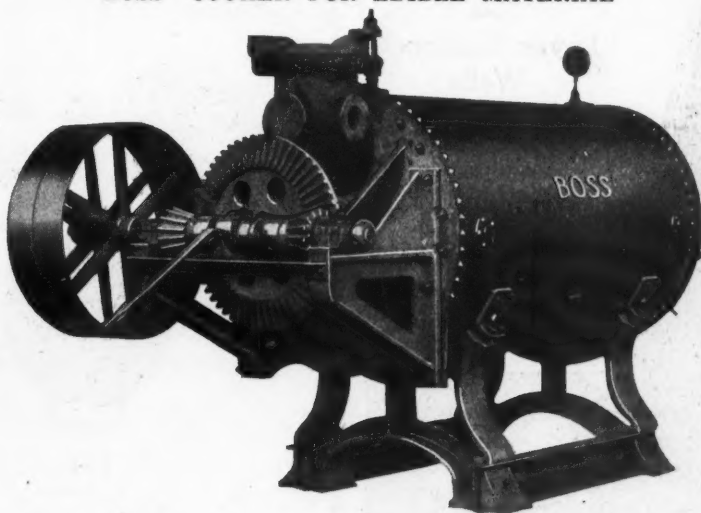


Mr. John P. Harris, the rendering expert, after running rendering tests of different kinds of material, is highly elated over the most wonderful results obtained with our

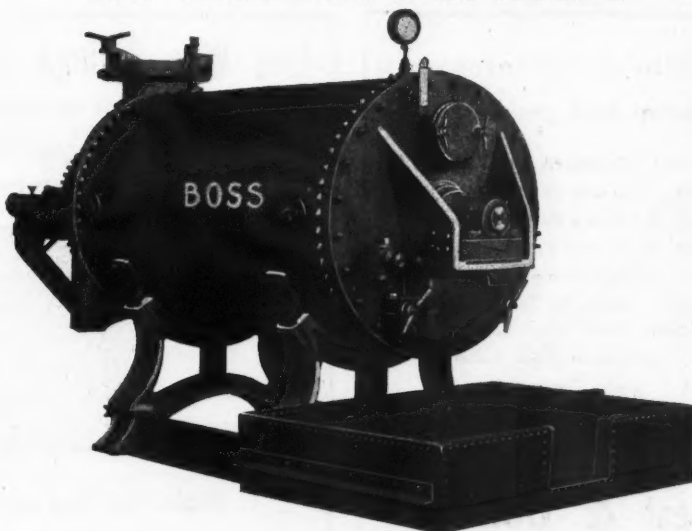
"BOSS" PRIME RENDERING SYSTEM

He wishes to show every Packer and every Renderer how much they can save in time, labor and material and how much more they can get for their finished product.

It is to their interest to consult him and get posted.



"BOSS" COOKER FOR INEDIBLE MATERIAL



THE CINCINNATI BUTCHERS' SUPPLY CO.

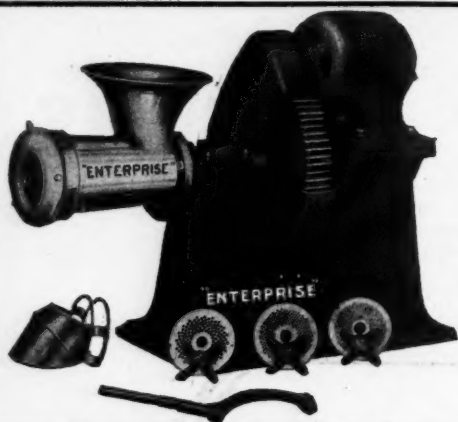
CHICAGO BRANCH
3907-11 S. Halsted St.

Killing
Outfits

Manufacturers
"BOSS" Machines

Sausage & Rendering
Outfits

Factory and Main Office: 1972-2008
Central Ave., CINCINNATI, OHIO



6000 lbs. per hour

That's the beef capacity of the fast cutting, smooth running "Enterprise" No. 1166 Chopper.

It is fitted with a powerful 15-h.p. motor that is cutting operating and labor costs and speeding production in many plants today.

Distance from ring to floor

permits carrier to be run under spout. Saves extra handling.

Four of the famous "Enterprise" knives and plates furnished, including knife and plate for cutting fat.

Send for catalog illustrating the "Enterprise" line. Seventy-two sizes and styles for every use.

THE ENTERPRISE MFG. CO. OF PA., Philadelphia, U.S.A.

12 Packing Companies

Now Using

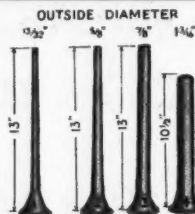
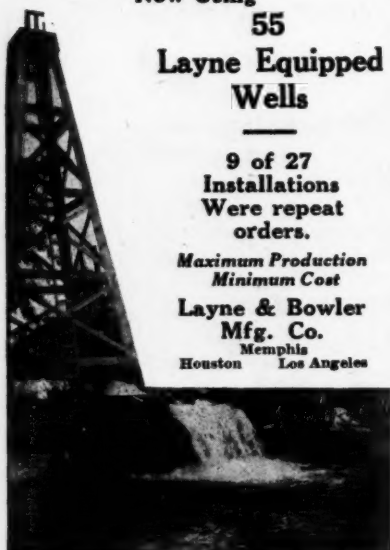
55

Layne Equipped Wells

9 of 27 Installations Were repeat orders.

Maximum Production Minimum Cost

Layne & Bowler Mfg. Co.
Memphis
Houston Los Angeles



Utensils
1-2-3-4
Monel
Metal
Sausage
Stuffing
Horns
5-7 Catch
Basin
Dipper
6-Copper
Spray
8-Meat
chopper
Unloading
Scoop
9-Grease
Skimmer.

THE GLOBE COMPANY

824-26 W. 36th St., Chicago, Illinois
Equipment Inquiries Solicited

Write us for information and prices on

H. & H. Electric Ham Marking Saw
H. & H. Electric Pork Scribing Saw
H. & H. Electric Beef Scribing Saw
H. & H. Electric Fat Back Splitter
Calvert Bacon Skinner
United Improved Sausage Molds
Monel Metal Meat Loaf Pans
Adelmann Ham Boiler
Jelly Tongue Pan
Maple Skewers
Knitted Bags

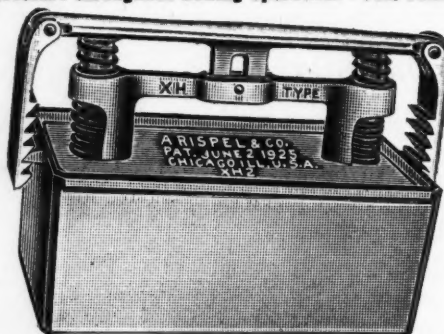
Best & Donovan

332 South Michigan Blvd.
Chicago, Ill.

Live Wire Springs on New Rispel Ham Retainers

Mean elastic pressure throughout boiling operation. This reduces shrinkage.

Will give one for trial to prove its merits



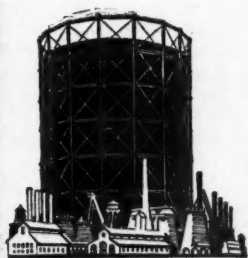
H Type
Made of best
cast aluminum

Patented June 2, 1925

Makes perfect straight Hams and Meat Loaves

A. Rispel & Company

Manufacturers of many types and sizes of Ham Retainers
1617 No. Winchester Ave. Chicago, Ill.



Four Advantages of Gas

Economical—lowest final cost per unit of production.

Clean—comfortable factory working conditions.

Dependable—any time, any place, any quantity.

Controllable—exact temperatures, automatically controlled.

Gas is the Fuel for Your Factory

Some manufacturers are penny wise and pound foolish in the matter of fuel for their factories.

We do not claim that gas is always the *cheapest* fuel to *buy*; but we do say it is the most *economical* to *use*.

Beneath the surface, there are savings in gas that make it by all odds the most satisfactory of factory fuels!

Other factories similar to your own are changing to gas. There *must* be good reasons. They are told in our new book, "Gas—The Ideal Factory Fuel". A copy will be sent you on request.

American Gas Association
342 Madison Avenue :: New York City

**YOU CAN DO IT
BETTER WITH
.. GAS ..**

New Ideas in Meat Packing and Sausage Making

Wonderful progress has been made in the last few years in the meat packing and sausage business—in curing, rendering, manufacture of sausage and meat delicacies, and in the numerous by-products of the industry. New machinery of all descriptions is appearing constantly—and every manufacturer claims his product is the best!

There are many new inventions which are profitable and highly recommendable to the industry. Our business is to test and study them, and introduce them to the trade—if practical. Our staff is all old, practical experienced packinghouse men, connected with the industry for 30 to 45 years, especially in the curing and sausage branches.

If you are in the market for new machinery of any kind connected with sausage-making, or parts and supplies of any make, let us hear from you.

We shall be glad to advise you free of charge on plant layouts, new recipes, making and handling of sausage, smokehouse construction and handling of smoked meats.

THE SPECIALTY MANUFACTURERS SALES CO.

REPRESENTED BY CHAS. W. DIECKMANN

General Jobbers of all kinds of Packinghouse Machinery

Main Office: 2021 Grace St., Chicago, Ill.

Factory Representatives: O. K. Shear Kut Angle Hole Plates and Kolves, A. Rispel's Aluminum Ham Retainers, CD Fat Rendering Machine



PLATTER TRUCK NO. 99

An exceptionally handy truck for meat markets.

Length 52" Height 60" 8" between shelves
Width 24" Weight 400 lbs.

MARKET FORGE CO.

EVERETT, MASS.

Making Trucks and Racks Since 1897

Write for our complete catalog



The UNITED STATES CAN Co. CINCINNATI

Manufacturers of
Lithographed Lard
Pails, Cans and Sheet
Iron Lard Drums

Our customers are
our best advertise-
ment

We originate and
design labels that will
sell your goods

Write us for complete information

KRAMER

Improved

Hog Dehairing Machines

L. A. KRAMER CO.,
111 W. Jackson Blvd., Chicago

Standard 1500-lb. Ham Curing Casks



Write for Prices and Delivery
Bott Bros. Mfg. Co. WARSAW, ILLINOIS

Galvanized Trimming and Sausage Containers

Made of 20 gauge galvanized steel, reinforced around the top with 7/16" steel rod. Bottoms double seamed and carefully soldered. Handles of same general construction as used on our delivery baskets.

Where a very heavy container is required we recommend No. 4, made of 18 gauge galvanized steel; weighs 25 lbs.; has straight sides; is reinforced around top with 3/8" steel pipe over which sides are rolled and pressed. Furnished with a cover, if desired.



No. 1
Cutting
Room
Container
15 in. dia.;
12 in. high.
Ea. \$2.00



No. 2
Cutting
Room
Container.
15 in. dia.;
18 in. high.
Ea. \$2.25.



No. 3
Sausage
Room
Container.
14 in. dia.;
13 in. high.
Ea. \$2.50.



No. 4
22 in. diam.
10 in. high
Without cover,
\$4.00
With cover,
\$5.00

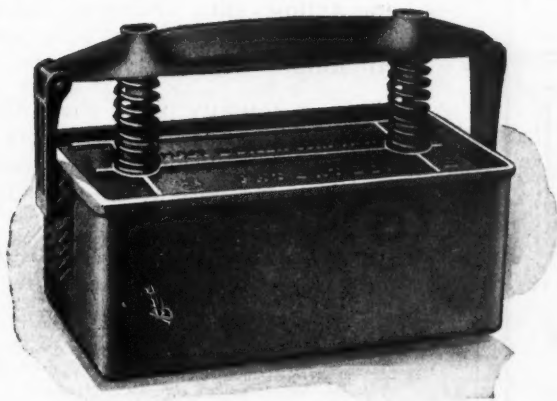
Dubuque Steel Products Co.
Sheet Metal Dept.

KRETSCHMER MFG. CO. Dubuque, Iowa

A Good Investment

An outlay for Adelman Ham Boilers is not an expense but an investment. The saving in shrinkage and superior product with resultant increased sales proves this.

Leading packers and provisioners continue to equip with them exclusively. There must be a reason.



Made in oval and square shapes

Ham Boiler Corporation

1762 Westchester Ave.

New York City

Factory: Port Chester, N. Y.

REX-BRAND

Complies with
B. A. I. Requirements

The King of Nitrates

Write for Prices
Immediate Deliveries

Double Refined Nitrate of Soda

Prompt Shipment

STAUFFER CHEMICAL CO.
CHAUNCEY, NEW YORK

SAN FRANCISCO SALT REFINERY
SAN FRANCISCO, CALIFORNIA

CHICAGO OFFICE: 111 W. WASHINGTON ST.

Shrouding Pins



To Clothe Beef

Turn out your beef sides the new way—bright, fresh and clean!

Made from tempered spring wire with new style washer to prevent tearing cloth.

Write for Samples

We manufacture springs for all purposes, from brass—bronze—monel metal and steel.

Also made with-
out washers

Muehlhausen Spring Co.
5841 So. Loomis Blvd.
Chicago, Ill.

HY-GLOSS

MARGARINE CARTONS

Protect the Product

HY-GLOSS Paraffined Cartons are unexcelled; are used by the leading Oleo Manufacturers of the country. They attract the attention of the discriminating buyer.

National
Carton Company
Joliet, Ill.

Cleaning time is costly— conserve it with Oakite methods

TIME used in cleaning is valuable. It costs money—sometimes an incredibly large amount of money. You should therefore endeavor to conserve it—to do your cleaning as economically as possible. This you can accomplish if you use Oakite methods for

*Cleaning ham boilers
Hog Scalding*

*Cleaning bacon hooks and
hog trolleys*

*Cleaning cutting tables
and vats*

*Washing overalls, aprons,
towels, etc.*

Scrubbing floors and walls *General cleaning*

When Oakite materials are used, the whole cleaning operation is speeded up. Coatings of grease and tallow, dirt, and grease are quickly removed. Washed surfaces are left sanitary and sweet-smelling.

You can actually prove these Oakite advantages to your own satisfaction. Merely call in the Oakite service man and let him give you a practical demonstration. No obligation—a request to us will bring him to you.

Oakite Service Men, cleaning specialists, are located at:

Albany, Allentown, Pa.; *Atlanta, Ga.; Baltimore, *Boston, Bridgeport, *Brooklyn, Buffalo, Camden, Charlotte, N. C.; *Chicago, *Cincinnati, *Cleveland, *Columbus, O.; *Dallas, *Davenport, *Dayton, *Denver, *Des Moines, *Detroit, Erie, Flint, Mich.; *Grand Rapids, Harrisburg, Hartford, *Indianapolis, Jacksonville, Fla., *Kansas City, *Los Angeles, Louisville, Ky.; *Milwaukee, *Minneapolis, *Montreal, Newark, New Haven, *New York, *Oakland, Cal.; Philadelphia, *Pittsburgh, Portland, Me.; *Portland, Ore.; Providence, Reading, *Rochester, Rockford, Rock Island, *San Francisco, *Seattle, *St. Louis, Springfield, Ill.; Syracuse, *Toledo, *Toronto, *Tulsa, Okla.; Utica, *Vancouver, B. C.; Williamsport, Pa.; Worcester.

**Stocks of Oakite Materials are carried in these cities*

OAKITE

TRADE MARK REG. U. S. PAT. OFF.
Industrial Cleaning Materials and Methods
OAKITE IS MANUFACTURED BY OAKLEY CHEMICAL CO.
20A THAMES ST., NEW YORK, N.Y.

PATERSON PARCHMENT PAPER CO.

PASSAIC, NEW JERSEY



Does your container meet this test?

YOUR container must stand out on the dealer's shelf and it must insure your product reaching the consumer in the same condition it left your plant.

Wheeling Lard Cans and Pails are made of prime tin plate, strongly constructed and attractively finished in an enduring lustre or lithographed design as desired.

Nothing is spared to make Wheeling Cans and Pails worthy of your product.

On request, we will mail literature illustrating and describing our general line and on receipt of specifications will prepare lithograph sketches and estimates.

Wheeling Can Company

Wheeling, West Virginia

MANUFACTURERSPoultry Foods
Tallow and Oils**BUYERS OF**
Beef Cracking
Calf Skins**CONSOLIDATED BY-PRODUCT CO.**West Philadelphia Stock Yards
30th and Race Streets
Philadelphia, Pa.**MANUFACTURERS**Beef, Sheep and Hog Casings
all Descriptions

Beef Wessands a Specialty

IMPORTERS OF
High Grade Hog and Sheep
Casings

SHEEP | HOG | BEEF

CASINGS

Importers - Manufacturers - Exporters

**CALIFORNIA
BY-PRODUCTS CO.**Main Offices Eastern Branch
995 Market St. 461 Eighth Ave.
SAN FRANCISCO NEW YORK**Hammett & Matanle
CASING IMPORTERS**23 & 24 ST. JOHN'S LANE
London, E.C.1.

Correspondence Invited

ALEXANDER'S CASINGS, LTD.

133 Tpooley St., London, S.E.1, Eng.

*Selected Sheep and
Continental Hog Casings*AGENT: Henry Kruger, 220 N. State St.,
Chicago. Room 411. Phone Dearborn 3734**The Irish Casing Co.**

Manufacturers, exporters, importers

SAUSAGE CASINGSArbour Hill, Dublin, Ireland
*Sheep Casings a Specialty***NEW YORK BUTCHERS' SUPPLY CO., Inc.****SAUSAGE CASINGS AND
SUPPLIES**

513 Hudson St., NEW YORK, N. Y.

Tel. Rhineland 4817

THE AMERICAN CASING CO.

Importers and Exporters

SAUSAGE CASINGS and SPICES

401-3 East 68th St. New York City

PHONE GRAMERCY 3665

Schweisheimer & Fellerman

IMPORTERS and EXPORTERS OF

Sausage CasingsSelected Hog and Sheep Casings a Specialty
Ave. A, cor. 20th St., New York, N. Y.**Los Angeles Casing Co.**

714-16-18 Decommun Street

LOS ANGELES, CALIFORNIA

Sausage Casings**BECHSTEIN & CO., Inc.****SAUSAGE CASINGS**CHICAGO: 723 West Lake Street
LONDON: 5 St. Johns St., Smithfield, E. C.NEW YORK: 50 WATER STREET
Telephone Whitehall 9328**OPPENHEIMER CASING CO.**

Importers and Exporters of

SAUSAGE CASINGSNew York
London
Hamburg

CHICAGO, U. S. A.

Toronto
Wellington
Buenos Aires
Tientsin**M. BRAND & SONS****SAUSAGE CASINGS**

FIRST AVE. AND 49th ST.

NEW YORK

S. OPPENHEIMER & CO.**Sausage Casings**Chicago, 2700 Wabash Ave.
Hamburg 8—LuisenhofLondon, 47 St. John St., Smithfield
73 Boulcott St., Wellington

96-100 Pearl St., New York

EARLY & MOOR, Inc.Importers
Exporters**SAUSAGE CASINGS**139 Blackstone St.
Boston Mass.*"The Skins You Love to Stuff"***M. ETTLINGER & CO., Inc.**Importers, Exporters and Cleaners of Sausage Casings. A large
stock of all kinds of casings constantly on hand

Established 1903

12 COENTIES SLIP, NEW YORK

J. H. BERG CASING CO.

Importers

Sausage Casings

Exporters

946 W. 33rd St.

Chicago, Ill.

Sausage Casings**HARRY LEVI & COMPANY**

842 WEST LAKE STREET

Importers and Exporters

CHICAGO

Massachusetts Importing Company

Importers

HIGH GRADE SAUSAGE CASINGS

Exporters

*Direct Importers of Russian, Persian, Chinese Sheep
and Hog Casings*

78-80 North Street

BOSTON, MASS. U. S. A.

"NIAGARA BRAND" Genuine Double Refined Saltpetre (Nitrate of Potash)
and Double Refined Nitrate of Soda

Also Refined Nitrite of Soda. All Complying with Requirements of the B.A.I.

MANUFACTURED BY
Established 1840**BATTELLE & RENWICK**80 MAIDEN LANE
NEW YORK

SAUSAGE CASINGS

THE BRECHT COMPANY

ST. LOUIS

NEW YORK

ESTABLISHED 1853

BUENOS AIRES

HAMBURG

SAYER & COMPANY, Inc.

Peoria and Fulton Sts., Formerly Wolf, Sayer & Heller, Inc. CHICAGO, ILL.

Sausage Casings and Sausage Room Supplies

New York London Hamburg Montreal Sydney Christ Church, N. Z.

THE INDEPENDENT CASING & SUPPLY COMPANY

1335-1347 West 47th St., Chicago

Hammerbrookstr 63/67 2, Hamburg

SAUSAGE CASINGS

IMPORTERS

EXPORTERS

THE DRODEL CO., Inc.

Import Sausage Casings Export

336 Johnson Ave.

Brooklyn, N. Y.

F. M. Ward

J. Schnell

Sewed Casings Exclusively

National Specialty Co.

61 E. 32nd St.

Chicago, Ill.



THE OHIO SALT CO.
WADSWORTH, OHIO



CASINGS PRODUCE CO., Inc.

80½ Pearl St. New York City

Tel: Whitehall 7916-7917-7918

Cleaners and Importers Sheep
and Hog Casings

E. E. SCHWITZKE, Pres.

SCHAUB & CO.

Hamburg 27, Germany

Importers of all kinds of
Packing House ProductsBranch Houses All Over
Northern Europe

Established 1868

H. Leube, Sr.

H. Leube, Jr.

Sole Proprietors

Correspondence Solicited

Own Big Warehouses on the
River Elbe

THE CASING HOUSE BERTH. LEVI & Co., Inc.

ESTABLISHED 1882

NEW YORK

CHICAGO

LONDON

BUENOS AIRES

HAMBURG

WELLINGTON

Cudahy's Selected Sausage Casings
Hog · Beef · Sheep

CAREFULLY
CLEANEDUNIFORMLY
SELECTED

The Cudahy Packing Co., U.S.A. 111 W. Monroe St., Chicago.

KLEEN KUP

The Package
That Sells
Its Contents

Big packers as well as hundreds of retailers use this snow-white paper package for their sausage meat because it keeps the product fresh and clean. Because it carries their name and trade-mark directly into the home. It is used extensively because of its advertising value.

Mono Service Co.
NEWARK NEW JERSEY



MATHIESON

Chemicals

Anhydrous Ammonia
Aqua Ammonia
Caustic Soda
Soda Ash
Liquid Chlorine
Bleaching Powder

The MATHIESON ALKALI WORKS Inc.
250 PARK AVE. NEW YORK CITY
CHICAGO CHARLOTTE
PHILADELPHIA
Deal Direct with The Manufacturers



Everything
Wears
Out
BUT



A. Backus, Jr. & Sons
Dept. N.
DETROIT, MICH.

Baskets
OUTWEAR
EVERYTHING

DEPENDABLE THROUGH THE YEARS

They were the favorites fifty years ago, and with our experience and manufacturing knowledge, Foster Bros. Splitters have retained this position.

These Splitters with perfection of balance, in addition to quality of steel, permit of rapid and accurate cuts, which reduces production costs.

Beef well dressed is your aim and we provide the tools to do it.

THE BRAND IS FOSTER BROS.

*If your supply house cannot
furnish prices and full infor-
mation, write to us direct.*

JOHN CHATILLON & SONS
Established 1835

Manufacturers of Scales and Butchers' Supplies
85-99 Cliff Street New York City, N. Y.

Foster
Bros.
Pork
Splitter

Chicago
Pattern
Beef
Splitter

WEST CARROLLTON GENUINE VEGETABLE PARCHMENT

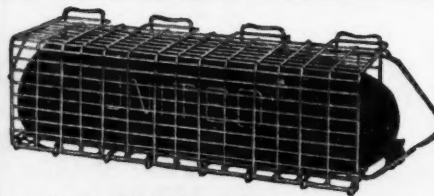
**Parchment Wrappers
Help Merchandise the Line**

Parchment Wrappers do far more than keep moisture from striking through. They do far more than help keep the contents fresh. Parchment wrappers also help sell the line and the house behind it.

Clean, crisp, parchment wrappers serve as constant reminders that the goods they protect are sanitary, fresh, properly presented—that the house behind them is forward thinking and mindful of the shoppers' wishes.

The
West Carrollton Parchment Co.
West Carrollton, Ohio.

*It pays far more than it costs to wrap
moist products in parchment*



The "United" Improved Sausage Mold

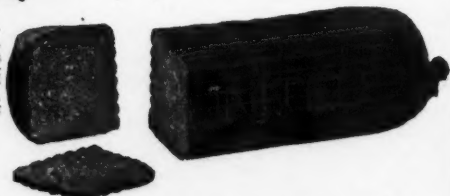
Identify your product by using the improved patented clasp lettering mold. Branded products always sell best. "United" lettered molds are practical, inexpensive and effective.

Mold furnished with or without letters.

Mold is electrically welded at every intersection of wire. Construction is superior to any other on market. Ingenious clasp eliminates use of pin for fastening mold closed. Not necessary to tie sausage to mold. Bars welded across bottom hold sausage securely during smoking process.

*If your jobber cannot supply you
write us direct.*

United Steel & Wire Co.
Battle Creek, Mich.
Atchison, Kans.



The "UNITED" produces uniform size sausage. Increased sales and profits are results from branded meat put up in this form.

WHAT THE NEWSPAPER SAYS

KERN "HOOKED 'ER TO BILER"

The new packing plant of George Kern, Inc., New York City, which is a model of its kind, is equipped exclusively with Ridgway steam hydraulic elevators. George Kern is noted for his close study of economical and effective methods, which probably accounts for his selection of this type of equipment.

"George Kern is Noted for his Close Study of Economical and Effective Methods"

We wonder if you fellows get this.

"Economy" and "Efficiency" are two E's that spell "Easy Money" in the good sense.

One of the most striking things to us as we exploit the Ridgway Elevator is this:

The Big Money Makers are those who get the Ridgway

For example:

The only Rubber Company that ever turned old "Hook'er" down personally with a dull thud

Was one of the Biggest—and It Busted!

It was in that plant one of the elevators that were bought instead of Ridgway Elevators, was overloaded and fell, killing and maiming the poor ignorant workmen who piled all they could get and then jumped on it themselves.

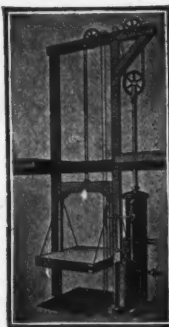
George Kern, Inc., is noted as being one of the most successful concerns in the land and they

"HOOK 'ER TO THE BILER"

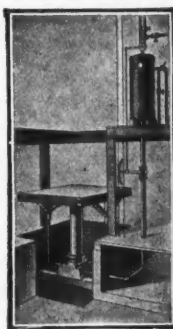
Craig Ridgway & Son Co.

Elevator makers to the folks who know

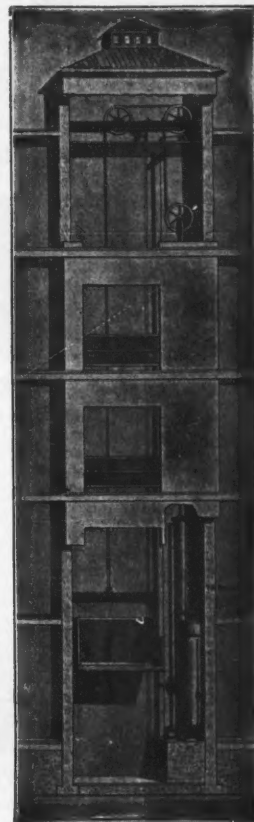
COATESVILLE, PA.



Double Geared



Direct Acting



TRADE MARK



PEPPERCORN
AND DIAMOND
BRAND.

The Peppercorn and Diamond Brand Butchers Cutlery

The World is flooded with Cheap imitations of Butchers' Knives, many of which are of very little use for the purposes for which they are made. Those that pay and wear, giving the greatest satisfaction to the user, are those made from

JOHN WILSON'S World-Renowned Double Shear Steel

Which are all Hand Forged and all the modern means of production being observed. They have stood the test for 176 years and the demand is greater than ever.

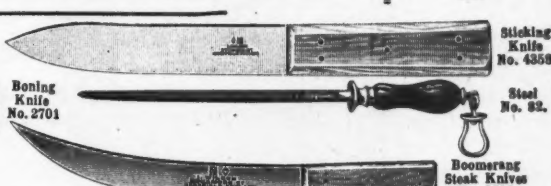
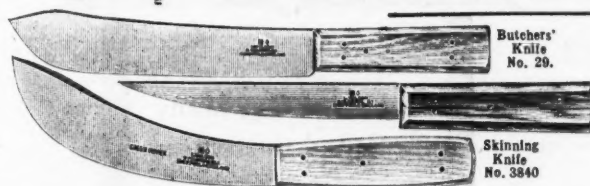
Established

1750.

THE BEST THEN.

1926

THE BEST NOW.

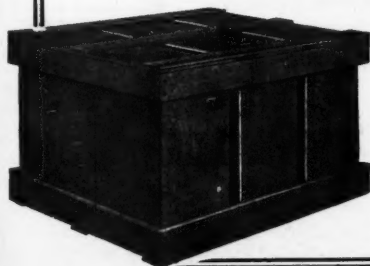


Works : Sycamore Street, SHEFFIELD, England. Agents : H. BOKER & Co., Inc., Duane Street, NEW YORK.

May be obtained from all Storekeepers.

THE MODERN BOXES

Nabco, Veneer, Wire-bound Boxes for Strength—Security



Save in Freight Save in Handling
Save in Nails Save in First Costs

Send us your specifications now and we will prove to you how to save from 25 to 40% in traffic charges.

NATIONAL BOX CO.

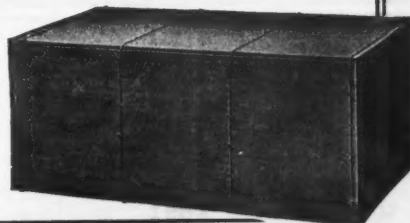
General Offices

1101 W. 38th St., Chicago, Ill.

Eastern Offices:

1011 Liberty Bldg., Philadelphia, Pa.
Room No. 625—150 Nassau St., New York City

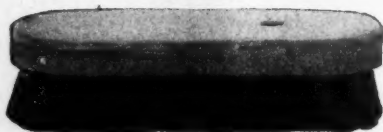
Southern Office: Natchez, Miss.



Making Quality Brushes!

CASING CYLINDERS

The cylinder above can be refilled with either Rice Root or Bristle. The importance of a good casing brush cannot be overestimated. We feel certain that better results can be obtained from our brushes than any on the market. We can furnish new cylinders if desired.

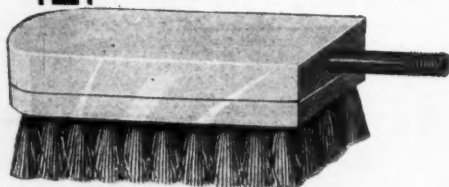


OVAL BEEF WASHER

(Brass Wire Drawn.)

Block $10\frac{1}{8}$ " x $3\frac{7}{8}$ ", $1\frac{3}{4}$ " trim.

This is by far our best and most popular brush for washing beef. It is an exceptionally full brush and for its size very light. We make this either from Bassine or Rice Root. The fountain hole in the block can be placed wherever desired, and in any size desired.



PIPE FOUNTAIN BRUSH

Block $7\frac{1}{2}$ " x $2\frac{3}{8}$ " x $1\frac{3}{8}$ ", $1\frac{1}{8}$ " trim.

Made with Rice Root or Palmetto fibre. This brush gives a very good distribution of water, having five outlets for this purpose in the back. Widely used by packers.

Making quality brushes for discriminating users is not a simple task. Ordinary brushes made of ordinary materials will not stand the strenuous tests to which they are subjected in the packing industry.

We know what packing house brushes must do—and we are thoroughly familiar with the conditions under which they are used. Strong bristles and fibers are essential, because, in the final analysis, a brush is no better than the material from which it is made.

ARMOUR AND COMPANY

Brush Department

1355 West 31st Street

Chicago, Ill.

A Few of Our Many Satisfied Customers

Allied Packers, Inc.
Albert Lea Packing Company
Brennan Packing Company
Columbus Packing Company
Jacob Dold Packing Co.
Federal Packing Company
Kingan & Company
Morton-Gregson Company
Oscar Mayer & Company
Swift & Company
Wilson & Company

THE NATIONAL PROVISIONER

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No. 23

Why Money is Lost on Hides and Skins

Careless Take-Off and Poor Handling And Curing Reduce Value of Principal By-Product of the Beef Slaughterer

The hide is the beef butcher's principal by-product. Does he get what he should for it?

HE DOES NOT!

Why? Because, in most cases—whether packer or butcher or country killer—the take-off is careless or the handling is poor.

Hide and skin buyers pay less for poor products. *Why not make it good and get the price?*

Want Better Hides and Skins.

What can be done to bring about the production of better hides? While there are many of excellent take-off and cure, far too large a percentage are of inferior production.

For many years the U. S. Department of Agriculture has advocated measures to improve this most important by-product of beef production. With the inauguration of a program of waste elimination by Secretary of Commerce Herbert Hoover, the Department of Commerce became vitally interested in improvement in production and marketing of hides.

The tanning industry, too, has known perhaps better than any other of the great losses due to grub infestation, poor pattern, cut and scored hides, and unsatisfactory cure. That industry's loss from these causes has been considerable, even though tanner buyers have always placed a price differential on poor production.

But it is the packer, the local butcher and the farmer or ranchman who have suffered most as a result of lack of care or ignorance in producing and curing hides.

Conference on Hide Losses.

Believing that great savings could be effected for both the slaughterer and the ultimate consumer of leather, as well as to all other agencies concerned with hide production, a conference of representatives of the packers, the tanners, the cattle pro-

ducers, the shoe manufacturers, and of the U. S. Department of Agriculture and Department of Commerce was held in Washington a short time ago to discuss methods of eliminating losses in hide production.

Damages to hides from animal diseases and grubs and other insects were taken up in considerable detail, as well as the loss to the tanner from the branding of range cattle. These are matters for correction while the animals are still in the hands of the producer, as are scratches and cuts on hides of cattle from barbed wire.

Attention was also given to bruises, horn cuts and other injuries to hides while cattle are in transit, all of which result in direct loss to the hide and leather industry.

Skinning, Curing and Marketing.

The discussion of skinning, curing and marketing of hides was of greatest immediate interest to the packing industry. It was pointed out that faulty practices were sources of great loss, and enabled foreign hides and skins to enter into sharp competition with the home product.

Why Not Get This \$780?

A small packer or butcher killing only 10 head of cattle a week can save \$145 a year by care in take-off and cure if he got only $\frac{1}{2}$ c per pound more for his better hides.

It has been shown that as much as 3c and more per pound is lost on unsatisfactory hides.

On each 50 lb. hide an increase of 3c per pound in price would amount to \$1.50. On 10 hides this would be \$15. On the year's kill the increase would be \$780.

Is it worth trying?

Instead of the domestic hide commanding the higher price, this premium is too often carried off by the imported hide, as a result of more careful take-off and cure.

Approximately 22,000,000 cattle hides and kipskins are utilized annually in the United States. Of these about one-fifth are imported.

About 6,000,000 are from what is known as "country" take-off. These country hides are of an average weight of 45 lbs., or a total of 270,000,000 lbs.

Because of their faulty production, these hides are probably given an average dockage of 3c a pound, resulting in an annual loss on this class of hides alone of \$8,000,000.

Do It Better in South America.

South American packer hides, because of their superior cure, often bring a better price than the production of similar hides in this country. It was believed, therefore, that there are possibilities of improving even the best production—if not in take-off, then in cure.

The so-called "frigorifico" hide from South America is washed and brine-cured, resulting in an average advantage in price of 2c per pound, or about \$12,500,000 a year over the green, unwashed hide of domestic production.

The loss in hides from disease, grubs, cuts and bruises, poor take-off and unsatisfactory cure totals many millions of dollars. In Secretary Hoover's program of waste elimination possible savings of this size in any industry are not overlooked. For this reason, the Department of Commerce, in cooperation with the Department of Agriculture, has found a fruitful field for waste elimination in the production of hides and skins.

The packing industry is just as concerned as the government and the

tanners with this saving, as a considerable percentage of it would be a direct return to the industry.

The saving to the individual slaughterer would vary with the number of cattle and calves killed annually. But an increased return of \$1 to \$2 per hide is not to be ignored, especially if this can be brought about with little added cost of production.

The belief was expressed at the conference that the greatest loss is in the hides produced by some smaller packers and local killers.

There is often less care exercised here, particularly when these hides are sold in "flat" lots, and the producer gets no more for carefully flayed and cured hides than if his production were unsatisfactory.

Premium for Good Hides.

To bring about improvement here, it was advocated that a premium be paid for good hides. Here is where the tanner buyer can do his part in encouraging care in take-off and cure. If a small producer offers fancy hides and skins and is paid a premium for them, it is likely that he will continue to exercise care in his future production. **But if he has no price incentive, he will have little interest in the kind of hides he sells.**

Some hides are so badly damaged in the take-off that they are of little value except as glue stock. This is a serious waste.

But perhaps the source of greatest loss to the industry is in the large percentage of indifferent hides offered for which the producer is willing to take a low price, automatically depressing the market for higher-grade production.

Producers of hides are divided by the government investigators into three classes—first, the widely-scattered small killers, such as farmers, ranchmen and country butchers; second, small packers, abattoirs and city butchers; third, the larger packing establishments.

Aim at Small Packers and Butchers.

It was believed that the greatest opportunity for improvement in the character of the production lay with the second class, which in the aggregate produces a large number of hides. The first class is difficult to approach, although means for doing this were suggested.

It was recommended that efforts be highly concentrated on the small packer and butcher group.

Among these individual production is great enough to help in the development of a fuller appreciation of the possibilities of greater returns through better production; also, where special equipment is necessary, to justify expenditure for it.

Can Improve Hide Curing.

In the case of the larger packers there appears to be little loss from poor take-off, but improvement was

believed possible in the method of cure. It was thought that the advantage held by the South American hide, because it is washed and brined, may be sufficient to encourage the adoption of the practice in this country.

As the farmer or ranchman kills so few animals, he can hardly be expected to be as skilled in dropping the hide as is the man who does this frequently. On the other hand, he can improve his cure greatly, as no special skill is needed to do this. It was recommended that curing instructions best adapted to different sections of the country be given to these men, and the relative merits of several means of curing pointed out.

Handling Hides and Skins

In a discussion by a committee of representatives of the Department of Commerce and the Department of Agriculture on the "conservation of hides and skins," relating particularly to the skinning and curing of cattle hides and calfskins, it was pointed out that the value of a hide or skin depends in part upon the skill with which it is removed from the animal. Other things being equal, the better-flayed hide will invariably bring the better price.

The two most serious defects from poor skinning are cuts and poor pattern. There are other defects but they are far outweighed in economic importance by the two mentioned.

Damage Done by Cuts.

Cuts result from unskilled use of the skinning knife, and range from more or less superficial scores on the flesh side to deep gashes that sometimes pass through the hide with great damage to the resulting leather. For certain classes of leather goods cuts can be allowed for, and the

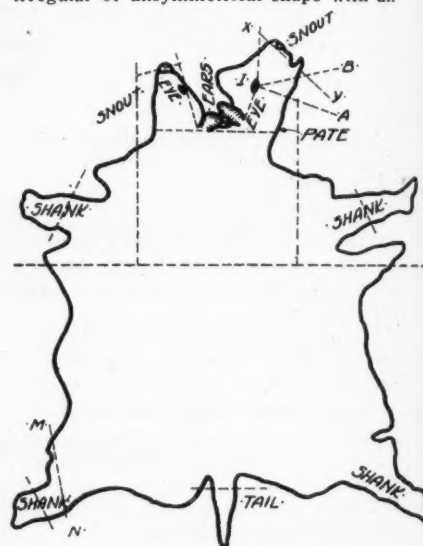
value of the leather in the usual commercial trims can be judged by the buyer according to his requirements, so that the whole hide or skin is not a loss.

On the other hand, for those products such as transmission belts, heavy straps, bags, cases, and upholstery—requiring maximum strength together with maximum area and length—entire freedom from defects such as cuts is essential.

For these purposes a single cut may and often does render the hide worthless. Hence the importance of skill of a highly-developed order to insure the operator good chances of removing the entire hide or skin without a slip of the knife.

Why Price Offered is Less.

Poor pattern results from "opening up" cuts made at the wrong location and in the wrong direction, yielding a hide of irregular or unsymmetrical shape with an



PROPER PATTERN FOR HIDE.

There's money in careful hide take off. This shows how hide should look if done properly.

improper distribution of butt, belly, shoulder, and shank portions. This is of great importance commercially, particularly for sole and belting leather.

The different parts of a hide have different fiber quality. These are commercially separated into trims such as butts, bends, shoulders, bellies, and heads. Each trim has a different value as leather, and about in the order given, starting with the most valuable.

Consequently, if the take-off of a hide is such that the proper proportional division of these sections cannot be made, then price discrimination results.

Other Results of Poor Take-Off.

Trim generally is associated with pattern, and refers more particularly to clean-cut, even edges as opposed to ragged ones; to the distribution of tag-ends around the flanks; and to the treatment of portions outside of the main body contour, such as shanks, ears, and head.

Among other defects of skinning are cut-throat (other than kosher hides); meat, particularly cheek meat, left on hides; failure to remove tail bone, udder, dewclaws, and horns; failure to split ears;

(Continued on page 25.)

Hits the Pocket Book

Touch a man's pocketbook and you will get his attention.

Place a premium on properly-flayed and cured hides and every killer will want to know how to get that premium.

Some slaughterers are unskilled, some rely on unsatisfactory help, and some don't know how to take a hide off right, however much they may want to.

Every packer should look to his practice, and be sure that it is right.

Small killers or butchers who believe the main object in getting the hide or skin off is to get the meat, should realize they are throwing money away by careless practices.

Let each do his bit in helping to improve hide production, eliminating waste, and guaranteeing a better return to the owner of the hide.

What the Institute is Doing this Week

Western Packers to Meet — 14 Regional Meetings in Various Sections Operating and Purchasing Meetings

MANY AT SECTION MEETINGS.

"Every member company of the Institute can make its annual dues by buying equipment and supplies through the Department of Purchasing Practice. Many companies already are doing it." This was the statement made by Oscar G. Mayer, President of the Institute, in talking before the Purchasing Section which met at the Institute offices on May 28.

The meeting was one of two important gatherings held during recent days for packinghouse departmental heads, the second being the Operating Section meeting on June 3. Both meetings were well attended.

At the purchasing meeting Mr. Mayer's talk was followed by an interesting discussion on the manufacture of parchment paper by J. Kindleberger, president of the Kalamazoo Vegetable Parchment Company. Mr. Kindleberger described the uses of parchment paper, the ingredients used in its manufacture, the manufacturing processes and the research which is being carried on to find new uses for and improved ways of making the product.

R. W. Metzner of the Hygrade Lamp Company described the manufacture of incandescent lamp bulbs and covered the materials used, the actual manufacturing processes, and developments which have been effected recently in the lamp industry.

Value of Purchasing Work.

In his talk at the purchasing meeting President Oscar G. Mayer said:

"I am indeed glad to see, judging by the attendance at this gathering that the purchasing program of the Institute is meeting with such approval. The Purchasing Department has come to be one of the most active branches of our work. As I look over the weekly report of transactions made by the department I am astonished at the volume of orders, judging both from the number of orders and their size. The aggregate savings to member companies who are taking advantage of this opportunity to save on their purchasing is great. So large and attractive a list of price arrangements has been made that every member company can make its annual dues through the Institute Equipment and Supply Company, which is administered by the Department of Purchasing Practice.

"I wish to stress again the fact that the Institute Equipment and Supply Company is not a rival to your Purchasing Department. I feel that this is not the proper point of view for your purchasing agents to take. This organization is simply another bidder—a friendly bidder—for your business, which has worked out the best proposition to suit your interests. This is the point of view under which I operate my own plant.

Analysis of Supplies.

W. Lee Lewis, Director of the Institute's Department of Scientific Research, talked on experiments and tests on packinghouse supplies. He emphasized the fact that the purchasing agent can use a chemical laboratory to good effect in purchasing supplies, especially those used in curing and for similar purposes. In purchasing technical supplies for the packinghouse, he pointed out, "there are three consid-

erations which the purchasing agent should keep in mind, in addition to securing favorable quotations: first, supplies entering into food products should come within the requirements of pure food regulations; second, articles in the nature of proprietary preparations, as curing, coloring and cleaning compounds, should not be purchased or used without knowing their chemical composition; third, in the case of supplies bought on specifications, as paints, varnishes, lubricants, or coal, the company should know that the specifications are correct for the uses intended and that the article delivered meets the specifications."

The Institute Service Laboratory, which was established primarily for the purpose of enabling packers to determine the contents and quality of the supplies and products which they buy and sell, has been extensively used for the purposes just mentioned, Dr. Lewis stated.

A talk on purchasing problems by Harry L. Osman, Director of the Department of Purchasing Practice, and manager of the Institute Equipment and Supply Company, was the last on the program, and was followed by a general discussion of purchasing problems by the general meeting.

John G. Hormel, chairman of the Purchasing Section, presided at the meeting. The program was arranged by A. W. Ruf, program chairman of the Section.

The Operating Section.

The Operating Section meeting opened with a statement on "Some of the Industry's Needs" by R. F. Eagle, presiding chairman of the Section. Dr. Eagle stated that one of the most important problems to be solved is improvement of processing methods to increase the reclamation of products and get for them a higher market grading. He emphasized the fact that scientific and practical research would play a most important part in this work. In the speaker's opinion, meetings such as the sectional meetings of the Institute which are bringing specialists from within the industry together to discuss common prob-

lems, should do much to speed progress in solving the problem he referred to.

J. A. Hynes, chief chemist of the Institute Service Laboratory, talked next on "The Importance of Sampling—How to Do It." He stated that since many packinghouse by-products are sold on analysis and many supplies are purchased on analysis, the taking of samples for the laboratory is especially important and that to assure satisfaction to both the buyer and seller, the samples must be properly obtained.

Herman L. Ekern, of Ekern & Meyers, talking on "Superannuation and Disability Pensions for Employees," explained the application to the packing industry of the general principles of superannuation and disability insurance.

W. G. Dunnett, Swift & Company, spoke on the efficient operation of a packinghouse storeroom covering the important points to be considered in ordering, buying, and receipting storeroom supplies.

Scales in the Packing Industry.

An interesting talk on the "Types and Care of Scales in the Packinghouse Industry," illustrated with lantern slides, was given next by C. A. Briggs, of the Packers' and Stockyards' Administration. Mr. Briggs described fundamental features of different types of scales and discussed the proper care of scales under packinghouse

(Continued on page 46.)

WESTERN PACKERS MEETINGS.

The first of the six annual regional meetings for Western packers will be held on Monday, June 7, in Oklahoma City, and Tuesday, June 8, in Dallas. The meetings were arranged by regional chairmen of the Institute.

All member companies of the Institute in the territories adjacent to the meeting places have been invited to hear the discussions of the Institute's services and of the outlook for the packing industry, which will be presented.

The second meeting in the series is to be held in Los Angeles on June 14, and will be followed by meetings in San Francisco on June 15, Portland on June 18, and Denver on June 22.

Oscar G. Mayer, President of the Institute, W. W. Woods, Executive Vice-President of the Institute, and W. Lee Lewis, Director of the Institute's Department of Scientific Research, will speak at all of the meetings.

Mr. Mayer will discuss the situation in the live stock and meat industry during the first half of the year and the outlook for the coming months. Mr. Woods will tell the members of the services which they can obtain from the Institute's departments, and Dr. Lewis will describe the progress which has been made in scientific research on curing and other problems related to the packing industry.

The program for the Oklahoma City meeting will be divided into morning and afternoon sessions, with a luncheon. R. T. Keefe, Chairman of the Region, will preside. Howard W. Huntley will greet visiting packers on behalf of the Oklahoma City groups. Mr. Keefe will comment on the general trade situation. Mr. Mayer and Mr. Woods will talk and a general discussion will follow.

After the luncheon, the talk by Dr. Lewis will be given, followed by a round-table discussion of operating problems.

The program will close with a round-



JOHN G. HORMEL
Chairman Operating Section.

table discussion of merchandising and credit problems. W. W. Martin will preside during the discussion, assisted by E. C. Lawson.

JUNE REGIONAL MEETINGS.

More than 250 packers are expected to attend the fourteen regional meetings for member companies of the Institute which are to be held in various packinghouse centers during the week of June 7. Two of the Institute's Departmental Directors will speak at each meeting, discussing the services which their respective Departments are offering to the members.

Member companies in the Kentucky-Tennessee-Southeastern regions which are meeting together at Nashville on June 9 will hear about the many valuable services available from the Institute's Washington office.

This office is able to extend individual service to member companies in many connections, such as in matters pertaining to trade marks and patent applications and in negotiations with the Bureau of Animal Industry and other government departments. This office also extends assistance to the Committee on Foreign Relations and Trade and to exporting members in supplying information regarding new and proposed rulings related to foreign trade, both on the part of this country and of foreign markets. Details of these services and other services available will be explained by Norman Draper, Washington representative of the Institute.

The exact time and place of the various meetings follow:

CIRCUIT NO. I

Wisconsin—Milwaukee Association of Commerce, 2 p. m., June 7; G. A. Billings, chairman.
Iowa—Minnesota-Nebraska—Cedar Rapids, Montrose Hotel, 10:00 a. m., June 8; J. W. Rath, J. C. Hornel, William Diesing, chairmen.
Kansas City—K. C. Athletic Club, 2:00 p. m., June 9; H. S. Bicket, chairman.

Wesley Hardenbergh, Director of the Department of Public Relations and Trade, and Dr. C. Robert Moulton, Director of the Department of Nutrition, will speak at these meetings.

CIRCUIT NO. II.

Michigan—Detroit, Sullivan Pkg. Co., 2:00 p. m., June 7; T. E. Tower, chairman.
Buffalo—Buffalo Athletic Club, 2:00 p. m., June 8; J. Paul Dold, chairman.
Cleveland—Cleveland, Exchange Bldg., Union Stock Yards, 2:00 p. m., June 9; S. T. Nash, chairman.
Cincinnati—Business Men's Club, 12:30 p. m. (lunch), June 10; Elmore M. Schroth, chairman.
St. Louis—Missouri Athletic Club, 1:00 p. m. (lunch), June 11; F. A. Hunter, chairman.

H. R. Davison, Director of the Department of Waste Elimination and Live Stock, and H. D. Tefft, Director of the Department of Packinghouse Practice and Research, will speak.

CIRCUIT NO. III.

Pittsburgh—Pittsburgh Athletic Club, 12:30 p. m. (lunch), June 7; Geo. L. Franklin, chairman.
Philadelphia—Manufacturers Club, 3:00 p. m., June 8; J. J. Fells, chairman.
Baltimore—Washington—Baltimore, Southern Hotel, 4:00 p. m. (dinner), June 9; Howard R. Smith, chairman.
New York City—441 Lexington Ave., 3:00 p. m., June 10; A. T. Rohe, chairman.
Boston—Chamber of Commerce, 12:30 p. m. (lunch), June 11; F. S. Snyder, chairman.



OSCAR G. MAYER
President of the Institute.

H. L. Osman, Director of the Department of Purchasing Practice and Manager of the Institute Equipment and Supply Company, and Frank L. DeLay, Director of the Department of Organization and Traffic, will speak.

CIRCUIT NO. IV.

Kentucky, Tennessee and S. E. Regions—Nashville, Chamber of Commerce, 10:00 a. m., June 9; K. M. Zaeh, Henry Neuhoft, E. S. Papp, chairmen.

R. H. Hess, Director of the Department of Industrial Education, and Norman Draper, Washington representative of the Institute, will speak.

MEAT AT SESQUI EXPOSITION.

Crowds visiting the Sesqui-Centennial Exposition which started a six months' run in Philadelphia on June 1, are expected to display gratifying interest in the large meat exhibit which is being constructed under the joint auspices of the U. S. Department of Agriculture, the Institute of American Meat Packers, the National Live Stock and Meat Board, and individual packers operating in the Philadelphia district.

Although the entire exhibit is not yet in place, owing to the fact that plans necessarily were made on short notice, the model packinghouse which has attracted large crowds in many other portions of the country, is set up.

Two flashing devices, depicting the food value and uses of the less-known cuts of meat and the important place of meat in the balanced diet also have become features of the Palace of Agriculture in which the exhibit is located.

Parts of the exhibit still to be installed are the model retail store windows in which attractive imitations of meat products will be displayed, a dinner table on which a well-balanced diet including meat will be laid out for the education of the

consumers who see it, an ingenious, highly animated mechanical device demonstrating the value of meat in building up the body for the energy demands of everyday life, and a number of attractive panels prepared by the Department of Agriculture dealing with the food value and healthfulness of meat, and with various phases of the livestock and meat industry. These additional features will be ready for public view within a few days.

It is estimated that more than thirty million people will see these constructive illustrations of meat's importance.

INTERESTING BULLETINS.

Bulletins issued recently by the Institute to its membership have been characterized by important reports from the Department of Scientific Research. Among these have been:

A statement regarding the relative merits of cane and beet sugar as brought out by comments from members of interested Institute Committees.

Results of laboratory experiments with a special curing sugar now being offered to the Institute.

A request for information from member companies regarding the proper nitrate content for pumping pickle. This request was made in response to correspondence with the B. A. I. following an announcement by that agency recommending that less nitrite be included in pumping pickle.

Among other bulletins issued were the following:

Other Valuable Information.

An export bulletin approved by the Committee on Foreign Relations and Trade which dealt with new German tariff rates; rates of import duty on meats, etc., to France, a suggestion regarding future shipments to Great Britain of meats treated with borax.

A list of used equipment and machinery for sale sent in to the Department of Purchasing Practice by member companies.

The meat and live stock review for May, issued by the Department of Public Relations and Trade.

A request from the Department of Packinghouse Practice and Research that member companies submit to the subcommittee on experimentation ideas for experiments which might be carried on regarding packinghouse equipment and supplies.

A new offer of four-color advertising leaflets to the membership by the Department of Public Relations and Trade.

SELL MEAT FOR HEALTH.

John C. Cutting, Director of the Institute's Department of Retail Merchandising, spoke Wednesday evening, June 2, before a group of retailers at Blue Earth, Minn. The retailers gathered under the auspices of the Blue Earth Community Club. Mr. Cutting's subject was "Sell Meat for Health's Sake."

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Meat Packers

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Hog Prices and Packer Costs

"Hog prices are dangerously high," says
a Western farm paper. While it is be-
lieved that temporarily small runs of hogs
might send prices even higher than they
are now, nevertheless this paper believes
that hog prices are on dangerous ground.

It states further that it is of the opinion
that farmers who make plans for the future
based on \$14 hogs are sure to be disap-
pointed, but that hogs would furnish a
profitable market for corn for fully six
months to come, and perhaps longer.

The trade believes that hogs can furnish
a very good market for the farmer's corn
and still be \$4 or \$5 a hundred lower than
they are now. It is said that there have
been only one or two times in history
when there was more money in convert-
ing corn into hogs than last month.

The packer's investment in the product
on hand is high. He must get the original
cost of his hogs out of it, plus extra over-
head and production costs. Because of
limited volume, expenses in some cases
have been nearly double those of a time
of capacity production.

A great shortage of volume is as bad or
worse for the industry than too much
volume. Greater attention than ever must
be given to the marketing of product to
see that the margin on turnover takes care
of the investment.

Packers who want to be sure not to
show in the "red" at the end of the year
must keep a "weather eye" on their busi-
ness. It looks like a poor time to take
chances, and make up losses "next time."

Artificial Beefsteak?

Synthetic beefsteak is promised not only
as a possibility but a probability of the
future. It is to be laboratory-manufac-
tured and to contain the food constituents
of the feed-lot beefsteak.

This is the promise of Dr. David Wes-
son, who has contributed so much to the
manufacture of cotton oil into a popular
edible product.

Meat lovers do not look forward with
much anticipation to factory beefsteak. It
is difficult to believe that the laboratory
could produce the delicious tasty product
manufactured in the Corn Belt feed lot.

It is possible, however, to visualize a
synthetic steak that might compare
favorably with steaks from a great number
of common cattle that come to market,
which are tough, "chewy" and tasteless.

But the buyer of beefsteak wants some-
thing else.

As one Corn Belt daily aptly says, "The
educated American palate wants the
delectable flavor brought out in the gentle

process of chewing a juicy steak. We
reckon that won't be found in any factory
product for some moons to come. In
the meantime, the farmer might as well
proceed with his own wonderful manufac-
turing process whereby he, in partnership
with nature, converts coarse feeds unfit
for human consumption into the finest
food product man ever tasted."

If synthetic beefsteak could be made
that would offer a big price advantage
over common beef, it would furnish just
one more incentive for the producer of
real beef to wake up to the menace the
by-product of the dairy industry is to his
vocation.

But no, even the wizardry of a David
Wesson or a W. Lee Lewis isn't likely
to popularize an artificial beefsteak.

Responsibility and Business

The chief concern of business, as indi-
cated by the program of the annual meet-
ing of the Chamber of Commerce of the
United States, is no longer interference
from without, but responsibility from
within. The dominant note of the gath-
ering was self-government of business.

It is recognized that in certain lines of
business governmental regulation has be-
come definitely established, and that the
public interest must be protected. But at-
tention is now to be focused upon the
responsibilities of the business man—to
his competitors, his suppliers, his cus-
tomers and the public.

If, the question is asked, the business
man objects to governmental regulation,
what can he do, individually and in cham-
bers of commerce and trade associations,
to improve business relationships and nar-
row down the field for official control?

Packers have long since recognized that
responsibility for regulation of their in-
dustry lay with them, and not from with-
out. With this in view they have made
every effort to give the general public a
better understanding of the industry, and
of the more or less difficult place it holds
between the consumer on one side and the
producer on the other, each with opposing
points of view.

Through the establishment of the In-
stitute of American Meat Packers as an
organization for the working out of
problems relating to the packing industry,
and the national, state and local associa-
tions of retail dealers, the meat industry
has the machinery for coping with prob-
lems as they arise.

It is also in position to take up and
put into motion any fundamental sugges-
tions brought out by conferences of those
most concerned in the self-government of
business.

PRACTICAL POINTS FOR THE TRADE

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Cervelat Summer Sausage

Seeing recipes in THE NATIONAL PROVISIONER for a summer sausage that can be shipped soon after coming out of smoke, a sausage maker is interested to know how to make the genuine Cervelat Summer Sausage. He says:

Editor The National Provisioner:

I have read your recipe for soft summer sausage in THE NATIONAL PROVISIONER, which I get every week. Would you please send me the formula for Cervelat summer sausage?

This product requires the very highest quality of meat products, and following are points with reference to meat quality which should receive attention:

It is not safe to use pork or beef that has been cut more than 72 hours. The sooner the trimmings are used after cutting, the better the binding qualities.

It is quite necessary to watch the proportion of fat pork to the proportion of beef, as too much fat pork will seriously affect the binding quality of the sausage.

Formula.—The formula for this sausage is as follows:

40 lbs. beef chucks, closely trimmed
90 lbs. pork trimmings, closely trimmed
20 lbs. shoulder fat

Seasoning:

5 lbs. salt
2 oz. whole white pepper
12 oz. ground white pepper
3 oz. saltpetre
9 oz. sugar.

The method of handling is as follows:

Grinding.—Grind the beef chucks through the 7/64 in. plate, and pork trimmings and shoulder fat through the 1/4 in. plate of hasher. Weigh off beef and pork trimmings in proper proportions. Then put beef in rotary cutting machine for about three minutes, adding seasoning, then the pork trimmings and shoulder fat with the beef and chop all together three minutes additional.

Shelving Meats.—Place meat upon shelving pans in the cooler at 38 deg. to 40 deg. F., in layers of not over 10 in. in thickness, kneading the meat well by hand to exclude air as much as possible. Carry the meat on pans in this cooler for 48 hrs. minimum and 72 hrs. maximum time. At the expiration of this time remove from shelving pans in cooler and deliver to mixer.

Mixing.—Put meats in mixing machine for about two minutes and then take to stuffer.

Casings.—Carefully inspect beef middles, using medium size. Be sure casings are fully cured and in good condition. When soaking and turning, if casings show excess tallow, be sure to shave off, as tallow left on the casings is very apt to turn rancid, especially in warm weather.

Cut beef middles 20 in. in length. Tie one end with silver sail twine, forming loop on one end to hang on sticks after stuffing.

Stuffing.—Extra precautions should be taken in filling stuffing machine to prevent

air pockets in sausage after the product is stuffed. When stuffing, puncture casings thoroughly, particularly where air appears between casings and meat, and the casings must be stuffed to full capacity or trouble may be experienced in dry room by the product wrinkling or caving in.

Hanging.—After the meat is stuffed and hung on truck, it can be delivered to what is known as the "green hanging room" at a temperature around 50 deg. Here there should be plenty of air but no drafts. If the weather is damp, care must be taken that the sausage does not slime, and it is sometimes necessary to keep the temperature up to 55 degs. in order to keep the room as free from dampness as possible. If the sausage commences to slime there is danger of its turning sour or becoming hollow in the center.

Another way is to place the sausage in cooler temperatures of from 36 to 40 degs. F. and hang on rails in the hanging section (hanging racks must be provided for this purpose). Care must be exercised that the sausage does not touch when hanging. Allow the product to remain in the cooler for 24 hours.

Smoking.—Then take to smokehouse and hang and spread carefully, fairly close together, but so that the product does not touch. Let hang in smokehouse for about 24 hours before firing smokehouse, giving the product a little ventilation during this period, but no draft. After the casings are fairly dry, start a slow cold smoke, using hardwood sawdust only, with a few coals; just enough fire to keep the sawdust smoldering but no blaze.

There must be an even distribution of smoke throughout the house. This can be

accomplished by a small pile of sawdust in each corner of the house and one in the center, or a small pile of sawdust in the form of the figure "8" in the fire pit.

If the weather is cool enough to give absolute control of temperatures, then carry at a temperature of 70 deg., but if it is warm hold at lowest possible temperature, or as close to 70 deg. as possible.

Smokehouse ventilators should not be opened enough to give the product any draft for the first 24 hours. The smokehouse must be under careful supervision. Summer sausage is an expensive product and no chance should be taken in spoiling it in the smoke.

The smokehouse should be equipped with electric lights, and the man in charge of the house must not only pay particular attention to temperatures, but go into the smokehouse at least every two hours on each floor and see that the product is smoking evenly.

At the end of 24 hours, when the product begins to take color, the ventilators can be opened a little, gradually giving the house a little more ventilation, until the desired color is secured.

When the sausage is sufficiently smoked, remove from smokehouse to trucks as quickly as possible. Do not have the trucks in a location exposed to drafts, as the sausage will wrinkle very quickly coming out of a temperature of 70 deg. to an outside temperature of possibly 45 to 50 deg. with draft. Shove closely together on truck and when filled cover with burlap and deliver to dry room promptly.

Drying.—Remove sausage from trucks and bank in sections. Cover with burlap and leave piled closely together for about 12 hours. Do not have windows open near the fresh smoked product.

The idea of banking, or piling closely together, is for the sausage to come down from smokehouse to dry room temperatures gradually.

In warm weather bank for a few hours only, as there is less danger of cold drafts in summer, and if banked too long in warm temperatures the sausage has a tendency to lose color.

Then spread sausage carefully so that it does not touch in any manner, and do not give dry room where fresh smoked products are carried much ventilation for the first few days, to prevent shrivelling.

Product manufactured from this formula must be carried at dry room temperatures for 21 days before shipping.

The dry room is held at a temperature of 46 to 53 deg., the proper temperature being 48 deg., or as near this as possible. This room should be fitted with steam coils running beneath the sausage and around the sides of the room, and must also be supplied with plenty of windows, to allow fresh air to enter, and ventilators to let foul air escape.

Where the hanging sections are of sufficient height, the sausage hanging on the upper part of the section will dry off more

Sausage Spoilage

Do you have trouble with the color of your sausage?

Does it show green rings or gray spots?

Mould IN sausage is caused by poor materials or careless handling. Mould ON sausage is a surface condition and can be prevented by proper handling.

THE NATIONAL PROVISIONER has made a reprint of its information on "Sausage Spoilage." It may be had by subscribers by filling out and sending in the following coupon, accompanied by a 2c stamp:

The National Provisioner:
Old Colony Bldg., Chicago, Ill.
Please send me reprint on "Sausage Spoilage."

Name
Street
City

Enclosed find a 2c stamp.

rapidly than product hanging on the lower rails of the section. Under such conditions it is good practice to transfer the product to another hanging section and reverse the position of the product.

If weather and dry room conditions are such that mould appears on the sausage during the drying process, then it is necessary to wash the mould off. Then rehang on sections and carry there until dry enough to ship or transfer to cooler temperatures.

If the sausage cannot be marketed as soon as it is fully dried, it should be transferred to dry cooler temperatures of 40 to 42 deg. F.

When Stuffed in Hog Casings.

If the Cervelat is stuffed in hog casings, there will be some difference in the method of handling.

As in the case of beef middles, the hog bungs must be fully cured, turned and shaved, removing all fat. Cut bungs 30 in. in length. This will give about 28 in. in length when tied at both ends.

The stuffing is more difficult on hog bungs than beef middles, and if not properly stuffed there is danger of a hole in the center of the meat before the product is fully dried.

Hog bungs are smoked from 48 to 60 hours, depending upon the size of the bung and weather conditions.

Hog bungs are not so susceptible to draft as beef casings, but should be handled the same as the beef casing product in the dry room, for the first few days at least. After the meat has set in the casing and is fairly well dried off, then the hog casing will stand a lot of ventilation and considerable draft during the last stage of the dry room process.

Curing Pickle Strength

Some packers are uncertain as to just how to make up curing pickle of given strength, and therefore find they get their pickled meats too salty. This cannot always be overcome in the smoking process.

A Western packer wants to know just what quantity of curing materials should be used for one gallon of pickle. He says:

Editor The National Provisioner:

Will you please give us the correct amount in ounces of salt, sugar and saltpeter needed to make one gallon of 60 deg. pickle suitable for curing green bellies.

It is well for anyone making curing pickle to invest in a salometer. This instrument costs very little and makes possible the correct gauging of the salt strength of pickle. It is equipped with a scale from zero to 100, showing the density of the water saturated with salt. This instrument enables the making of pickle of any degree of strength that may be desired.

For making 60 deg. pickle, approximately 1½ lbs. of salt is required. To this should be added 2½ oz. of sugar and ¼ of an oz. of sodium nitrate. If potassium nitrate (saltpeter) is used, 1 oz. would be needed for a gallon of pickle.

The inquirer mentions using 60 deg. pickle for curing bellies. It is believed that 70 deg. solution would be found a

good mild pickle. However, that is for the curer to decide for himself.

Many of the fancy brands of bacon are dry cured.

Full instructions for making both sweet pickle and dry cure bacon can be secured by subscribers by sending a 2c stamp for each, with request, to THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, Ill.

Rendering Plant Odors

A renderer who is having trouble with odors in his plant wants to know how to get rid of them. He says:

Editor The National Provisioner:

Can you tell us what we can do to get rid of odors which are caused by the steam when we open our tanks to draw off the grease? We thought of installing a large fan to take the smell out of the building and blow it up the smoke stack.

We are using the old process, cooking with loose steam.

It is probable that an arrangement for good ventilation which would guarantee a change of air every 10 minutes would solve this problem of troublesome odors.

Care should also be taken so that the tanks are not opened until the pressure is all off. If there is no pressure there will be less steam, and consequently less odor.

HANDLING HIDES AND SKINS.

(Continued from page 20.)

and careless work resulting in a dirty, bloody hide or skin.

Cure is likewise an important factor in the valuation of hides and skins.

Importance of Proper Cure.

Sound, first-quality leather can not be made from unsound hides, nor can as much leather be made from such hides. Yet it costs just as much to tan them.

Poor curing comes from indifference, ignorance, and repeated handling. The most serious defects are hair-slip; rot; salt, rust, and other stains; poor fiber from repeated freezing and thawing; false weighting; and vermin damage.

This committee of experts believes that the present system of handling hides is in a very disorganized state, suffering from the following main abuses:

Abuses in the Hide Trade.

1. The lack of a national standard of grading;
2. The lack of an incentive to better grading;
3. The lack of an incentive to better take-off;
4. The lack of a national standard of conditioning, and the present practice of resalting hides.

A Word to the Buyer

It pays buyers of hides and skins to offer premiums for proper take-off.

A few years ago a certain house found that the big majority of skins it received were No. 2 grade. That didn't help in meeting the demand for quality material.

So the firm offered a premium of 1½c per pound for No. 1 skins. In a few years it was found that more than 90 per cent of the offerings taken in were of No. 1 grade.

Did it pay both seller and buyer?

Brands & Trade Marks

In this column from week to week will be published trade-mark applications of interest to readers of THE NATIONAL PROVISIONER which are pending in the United States Patent Office.

Those under the head of "Trade Mark Applications" have been published for opposition, and will be registered at an early date unless opposition is filed promptly by parties interested in preventing such registration.

Those under the head of "Trade Marks Granted" have been registered, and are now the property of the applicants.

TRADE MARK APPLICATIONS.

Miller Packing Company, Oakland, Calif. For ham, lard, bacon, D. S. and S. P. bellies, sausage, fresh beef, veal, pork and lamb. Trade Mark: CHICAGO.

CHICAGO

Application serial No. 212,558. Claims use since December, 1914.

NOT SUBJECT TO OPPOSITION.

Armstrong Packing Company, Dallas, Tex. For soap. Trade Mark: A A A STOCK. Application serial No. 227,624. Claims use since November, 1903.

Establishments Rocca, Tassy & DeRoux, Marseilles, France. For refined coconut oil used as a cooking fat. Trade Mark: VEGETALINE. Application serial No. 227,170. Claims use since 1898.

5. The habit of misrepresenting the origin of hides and skins.

The committee pointed out further that those hides produced by national packers are generally pretty uniformly conditioned, well flayed, correctly weighed and reliably and uniformly graded and classified.

Where Most Reform is Needed.

On the other hand, the hides and skins produced at present by wholesale and retail city butchers and country butchers and farmers leave much room for improvement.

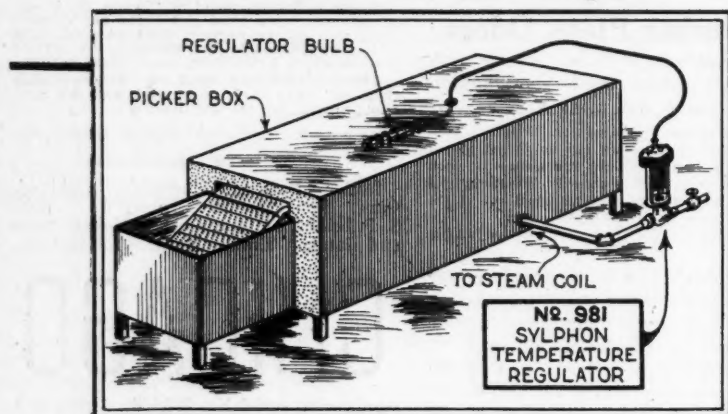
The present methods of conditioning, flaying and grading of hides and skins produced by these classes of slaughterers result in a serious waste, due to the lack of an organization which would provide an incentive to the orderly improvement of raw stock originating with these groups of hide and skin producers.

As one step toward solving the problem, the committee recommended the formation of a national hide and skin association, which would issue rules for uniform standards of conditioning, weighing, flaying and grading hides and skins throughout the United States.

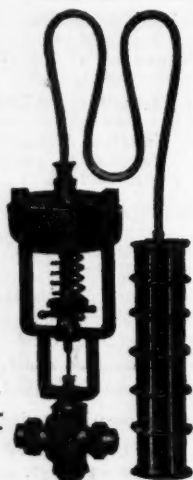
It was agreed that the packing and leather industries would cooperate with the Department of Commerce and the Department of Agriculture to further encourage the production of a healthier and more profitable livestock, and to secure a better quality of hides.

Discussion of this move to improve methods of handling hides and skins will be continued in a later issue of THE NATIONAL PROVISIONER.

Sylphon Automatic Temperature Control Pays Profits Everywhere in the Meat Packing Plant—Even on Hair Dryers!



No. 981 Sylphon Regulator as installed for automatic control of hair dryer temperature.



No. 981 Sylphon Temperature Regulator, used to control temperature of air.

Sylphon

Sylphon Temperature Regulators all contain the well-known Sylphon Bellows—the most sensitive, durable, flexible and accurate temperature control unit known.



European representatives: Crosby Valve & Engineering Co., Ltd., 41-42 Foley St., London, W. 1, England. Canadian representatives: Darling Bros., Ltd., 120 Prince St., Montreal, Canada.

Sylphon Automatic Temperature Regulators for air and liquids will prove profitable investments on every process where maintenance of exact temperature is required. Even on a hair dryer, or drying box, you will find that a No. 981 Regulator, by maintaining drying temperature at the degree required for quickest uniform drying of hair, will pay for itself in better quality of product, and greater speed of production.

Here Are Some Other Applications of Sylphon Automatic Control—

Beef Extract Processes	Hog Scalding
Boiling Hams	Hog Sterilizers
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Casings—Preparation and Curing	Manufacture of Oleo, of Margarine, and of Soap
Chilling of Carcasses	Offal Tanks
Chilling Lard and Compound	Rendering Kettles
Cooking Sausage	Smoking Meats
Curing Meats	Tank Water Evaporation
Deodorizing Oils	Tankage Dryers
Dry Rendering	

Easy to Install, Sylphon Regulators Require No Attention or Repairs.

You can see that a Sylphon Regulator is easily installed, as it has no delicate or complicated auxiliaries to get out of order. Once installed and set, it requires no supervision of any kind, and involves no repair or maintenance costs whatsoever.

Bulletin NPT-105 contains details on many of the various Sylphon Regulators applicable to your plant. Send for a copy.

THE FULTON COMPANY KNOXVILLE, TENN.

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Sales offices in: NEW YORK, CHICAGO, DETROIT, BOSTON, PHILADELPHIA, and all principal cities in the U. S.

MORE MEAT DEMONSTRATIONS.

On Wednesday and Thursday, April 28th and 29th, two meat demonstrations were held at the Esskay plant of the William Schluderberg-T. J. Kurdle Co., Baltimore, Md. These demonstrations were conducted by Miss Gudrun Carlson, Director of Home Economics of the Institute of American Meat Packers, who came to Baltimore at the request of the Schluderberg-Kurdle Co.

On Wednesday there were entertained at luncheon about seventy-five members of the Ladies' Auxiliary of the B. & O. Veterans' Association, and after this important feature was completed the visitors were assembled in groups, and escorted on a tour of inspection throughout the plant. The same general program was carried out on Thursday, when about 160 ladies from the local chapter of the Housewives' Alliance were guests. Music for the occasion was furnished by Mr. and Mrs. George Colley and Mr. Kenneth Parry.

Miss Carlson's visit had been announced by Mr. Friert of the company over the radio, and invitations had been sent to all of the ladies who had previously visited the plant. The response to both the radio announcements and the written invitations was gratifying, and at three o'clock, when Miss Carlson's lectures began, they had on Wednesday an audience of about 175, while on Thursday the number ranged between 250 and 300.

The demonstrations dealt with the selection and preparation of various cuts of meat, as well as their nutritional value, and were most interesting and instructive. Miss Carlson's capable handling of the subject held the attention of every member of the audience.

In addition to this, Mrs. W. F. Schluderberg delivered an interesting message to the housewives, and on Thursday afternoon the speakers were Mrs. Franklin W. Fritchey, national president of the Housewives' Alliance, and Mrs. J. Edward Stier, local president of the same organization. Both of these ladies gave extremely interesting talks, and were generous in their praise of the Esskay plant.

That the day had been an enjoyable one for the ladies was evidenced by the rising vote of thanks which took place just before the end of the program.

These demonstrations are a part of the work of the company's public relations division, and it appears that the housewives of Baltimore are really interested in learning more about the methods employed in producing meats. Not only have the demonstrations and weekly visits served as a means of acquainting the people with the many operations necessary for producing meats of high quality, but they are creating a more favorable impression in the minds of the consumers, especially so as regards the cleanliness, sanitation and efficiency of the Esskay plant and its workers.

B. A. E. HEAD RESIGNS.

Thomas P. Cooper, chief of the Bureau of Agricultural Economics, U. S. Department of Agriculture, has tendered his resignation to Secretary of Agriculture Jardine, in order to resume his duties as Dean of the College of Agriculture and Director of the Experiment Station of the University of Kentucky. Secretary Jardine has accepted his resignation with regret, to take effect June 10. L. S. Tenny, assistant chief, has been appointed acting chief of the Bureau. At the request of Secretary Jardine, the University of Kentucky had granted Mr. Cooper a leave of absence on September 1, 1925, to become head of the Bureau of Agricultural Economics.

A Page for the Packer Salesman

What is Effective Selling?

Well-Known Packinghouse Executive Tells Fundamental Needs

By J. A. Hawkinson.

(EDITOR'S NOTE.—This talk was made by Mr. Hawkinson at the 1923 convention of the Institute of American Meat Packers. It is so well put, however, and the facts presented are so vital, that it is given here for the benefit of all packer salesmen. Read it and see if you don't think Mr. Hawkinson has hit the nail on the head!)

Salesmanship literally means the art of selling quality and service. Our task does not end with the sale to the dealer; we must co-operate with the dealer to encourage increased consumption of meat food products.

There is nothing more important from the consumer's standpoint than the purchase of wholesome and healthful foods. And I question if we fully realize how vital the salesmen are to the success of the industry. Our salesmen are virtually our only means of direct contact with our customers.

Packers Judged by their Salesmen.

By our salesmen we are judged. If the salesmen are competent we are reasonably sure of securing a satisfactory volume, our customers are satisfied and our volume increases. Incompetent or improperly trained salesmen invariably result in dissatisfied customers, unnecessary claims and losses and unsatisfactory volume of business.

Almost every operation of the packing business is systematized and standardized except the merchandising. This can only be accomplished through careful selection of salesmen and a definite plan for training them.

Training of salesmen means not only thoroughly posting the salesmen on our different products, our stocks and our prices, but also acquainting them, at least in a general way, with the relative margins of profit on the different kinds of products.

Figure Daily Cost-to-Sell.

Salesmen should be encouraged to figure their tonnage daily and their daily cost-to-sell. The importance of this can be readily appreciated if we take into consideration how few hours of each day a salesman actually has the attention of his customers.

Careful investigation indicates that the salesman does not have the customers' attention on the average over three hours per day—practically no selling is done on Saturday. In many of the larger towns the retail markets and grocers close either Wednesday or Thursday afternoon during the summer months, and in some towns close one-half day during the week the year 'round.

Therefore it is safe to assume the salesmen will not have the attention of their customers to exceed 20 hours per week, and in all probability not over 15 hours per week.

We can readily figure on this basis how much per selling hour our salesmen are costing us. The salesmen are paid for six days' weekly service. They are actually

Talks with Salesmen

I—Allowances

Mr. Salesman:

Wonder if you ever realized that the allowance you make your customers is in practically 90% of the cases a direct and unjust penalty on the profits of your employer?

Remember the fact, that under ordinary circumstances all product leaving the packing plant is in proper condition. Granting that there may be some weather conditions causing spoilage, it still remains a fact that the majority of allowances for spoiled product are without foundation.

Sometimes these are due to overbuying on the part of the customer. He finds he ordered more than he needs, and he takes advantage of your good nature to "renig."

The value of the product is stated on the invoice. Your employer cannot reasonably sell for any less than this amount; therefore, any deduction from this invoice must be considered a dead loss, without any possible chance of recovery.

selling in number of hours that will not equal more than two and one-half days.

For example, a salesman receiving a salary of \$50 weekly actually costs for the time that he is selling \$4.50 per hour for salary, not considering traveling expenses, street car fares or automobile allowance.

Cost of Handling an Order.

Most salesmen do not realize the cost of handling an order. Considering the salesman's time, cost of delivery, invoicing, accounting and collecting, the cost of handling any order will not be less than \$1, and some packers figure the cost as high as \$1.50 per order.

How many thousands of orders do the packers fill daily on which the gross profit of the individual order will range from 25 cents to \$1.00? Every order of this character means an actual loss. These losses can only be overcome by competent salesmen working in their territory intensively, and selling the full line.

As a result of increasing competition the number of small orders on which the gross profit is less than \$1 seem constantly to increase.

Comparatively few packers take cost of selling into consideration, and continue to sell these small orders on the same basis, or approximately the same basis, as larger orders, although the cost of handling the small order per hundred pounds is many times that of the larger order. These small orders unquestionably cost the industry hundreds of thousands of dollars annually.

(To be continued.)

Who Makes Your Prices?

Who makes the prices of your products?

Do you, Mr. Packer?

YOU DO NOT!

Your salesman fixes them—in the price he gets.

Does he let his customer fix them for him? If he does, you lose.

And whose fault is it? His or yours?

Do you teach him how to sell?

What is salesmanship?

Salesmen and Credits

Nine Points of Salesmanship From Standpoint of Credit Department

Although most salesmen are willing to give closer cooperation to the credit and collection departments, they do not always know just what is expected of them.

For this reason salesmen will be interested in the following definition of "a good salesman from a credit standpoint," as prepared by a nationally known sales organization:

A good salesman is one who:

1. Can sell any credit or collection proposition as well as a commodity.
2. Keeps in close touch with his customers' conditions and reports such conditions to his credit manager.
3. Can make his customers see the necessity of paying bills promptly and keeping their credit good. He will sell his customer his ordinary requirements and not overstock or overload him simply for the sake of volume.
4. Will not over-rate his customers to his credit man.
5. Will make it his business to ascertain the personal habits of his customer outside his business, and if unfavorable, to what extent they affect his business.
6. Is as anxious to make money for his firm by avoiding bad debts as through the sale of goods.
7. Will not take sides with his customers against his company on any proposition; but stand up and defend his company to the fullest extent and convert this prejudiced customer to his own way of thinking.
8. Will not misrepresent his company in any respect.
9. Will not guarantee anything his company has not authorized him or make promises his company cannot and will not fulfill.—*Armour Magazine.*

KEEP AFTER THAT NEW ORDER.

Have you ever stopped to consider why you haven't sold Smith's Market any of your line? Or Jones' store? Or, for that matter, any of the shops that don't send checks to your company?

The following may shed some light on your inability to put your line across with "the tough eggs":

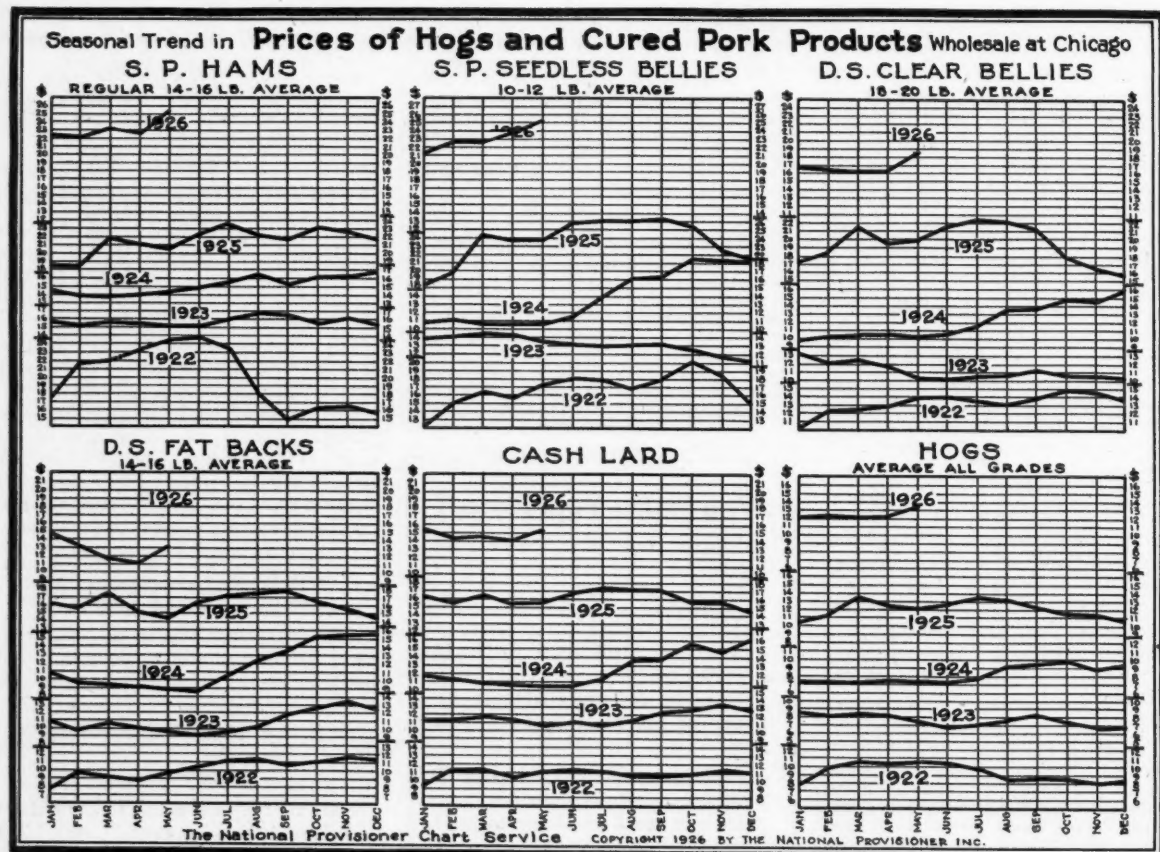
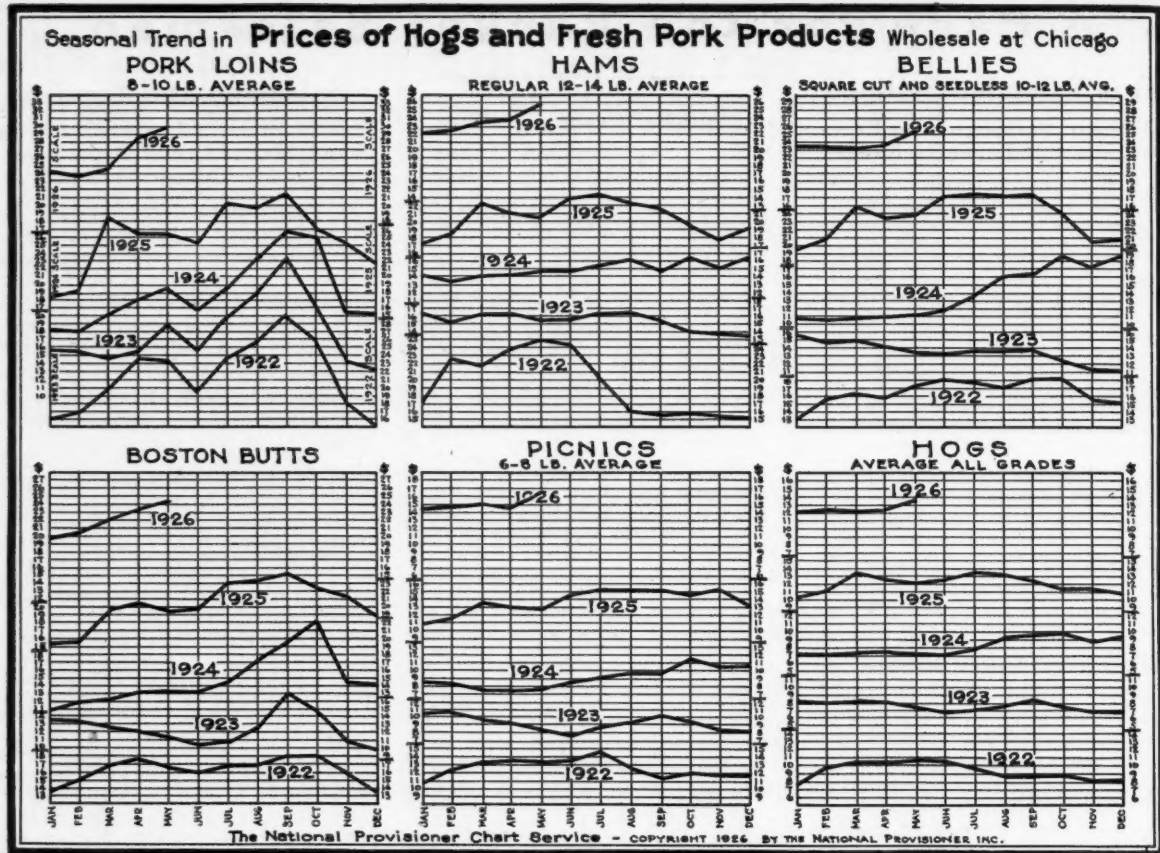
One thousand retail business men kept accurate records over a period of six months to see how many calls a salesman made before he either stopped calling or obtained an order. The tabulation shows that out of every one hundred salesmen:

- 48 salesmen made 1 call and quit.
- 24 salesmen made 2 calls and quit.
- 15 salesmen made 3 calls and quit.
- 13 salesmen made 4 or more calls.

And it developed that 60 per cent of all goods stocked and sold by these thousand merchants were bought on or after the fifth call.

Salesmen—your slogan is PERSISTENCE!
—*Meat Trade Topics.*

What are the chief points to know about in kosher killing of cattle? Ask "The Packer's Encyclopedia," the "blue book" of the meat packing industry.



Comment on these charts will be found on the opposite page.

PROVISIONS AND LARD

WEEKLY REVIEW

All articles under this head are quoted by the barrel, except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

Prices Strong—Hog Movement Disappointing—Hog Prices Firm—Stocks Small—Distribution Active.

Further advance has been seen in the provision market in the past week both for meats and lard with new high levels for May in the movement. The higher prices as yet do not seem to be affecting the distribution as reflected in the monthly stocks of products at Chicago and other points.

The fact that the production of meats and lard is not sufficiently large to meet the distribution and result in accumulations is a persistently strong factor in the market, and is resulting in a good deal of confidence that prices may work to a still higher level.

Hog Movement Disappointing.

The movement of hogs is certainly very disappointing considering the high prices at which hogs are selling and the fact that the prices are such as to result to an extraordinary feeding profit compared with the prices of corn. With hogs selling at between \$13.50 and \$14.00 per hundred, and corn selling around 70c per bu., the spread is almost 100 per cent in the value of the corn as a feeding proposition.

In other words, corn is worth double in the shape of live stock what it is in the shape of corn. This results in the extraordinary position of corn moving to market when it can be fed with such tremendous profits.

The actual receipts of hogs at western points are rather disappointing and, contrary to general expectations, the movement is not keeping up with the predictions made some time ago by some of the private interests that there would be an increase in the receipts as the season advanced.

The receipts of hogs at leading western points for the past week were 500,000 against 562,000 last year and since March 1 the receipts have been 6,393,000 against 6,791,000 last year. The Chicago movement as shown by the packing returns have been 1,230,000 against 1,327,000 last year and it is a good many years since the packing at Chicago was on such a small scale as it has been the past season.

The average price of livestock for the past week at Chicago compared with the preceding week and for the previous five year average follows:

	Hogs.	Cattle.	Sheep.	Lambs.
Last week	\$13.90	\$ 9.15	\$ 7.10	\$15.55
Previous week	13.80	8.25	7.15	14.75
Cor. week 1925.....	11.95	10.05	7.00	13.00
Cor. week 1924.....	7.25	9.55	6.50	14.25
Cor. week 1923.....	7.10	9.85	6.50	13.50
Cor. week 1922.....	10.45	8.40	7.10	12.20
Cor. week 1921.....	7.90	8.15	4.00	11.50
Av. 1921-1925	\$ 8.95	\$ 9.20	\$ 6.35	\$12.95

Shipments of product from packing points keep up at an excellent rate as reflected in the Chicago shipments. The past week shipments were 18,000,000 lbs. of cut meats, 37,000,000 lbs. of fresh meats and 5,700,000 lbs. of lard. The shipments from Chicago since October 24th have been 504,000,000 lbs. of cut meats against 490,000,000 lbs. last year and lard 263,000,000 lbs. against 271,000,000 lbs. last year.

Product Shipments Heavy.

The excess shipments of cut meats were made possible by the increase in receipts of 42,000,000 lbs. this season. Shipments of lard, while less than last year, were offset by a decrease in receipts, which is also reflected in the decrease of stocks of lard. The receipts since October 24th have been 53,000,000 lbs. less than last year.

The Chicago monthly statement of product stocks shows the comparatively small supply of both lard and meats at that point and emphasize the steady distribution on the one hand and the disappointing packing on the other. The figures are given elsewhere in this issue.

The position of lard as compared with other edible fats is extremely interesting. The immense advance in cotton oil and the enormous distribution of cotton oil has created a condition in vegetable fats whereby supplies have been reduced to a point which theoretically should throw a material demand onto animal fats or else result in a decrease in distribution for edible purposes and manufacturing purposes of the edible fats. The available supply of foreign oils to help out the situation seems to be comparatively small at present, although there has been a moderate amount of importation business notwithstanding the high tariff.

A rather careful canvass of the lard and

oil interests tends to indicate a belief that the consumption of cottonseed oil must be cut down very materially as there is not enough oil apparently in the visible supply to carry the demand at the present rate to the new crop.

This should make for a distinct increase in lard consumption and possibly force lard prices to a point whereby a considerable amount of fat meats will be put into the lard kettle instead of being sold as meats. This, while increasing the supply of lard, will naturally decrease the available supply of meats and possibly be reflected in meat prices.

PORK—Demand was fairly good and the market firm with mess New York quoted at \$40.75; family, \$43@45; and fat backs \$34@37.

At Chicago mess pork quoted at \$38.

LARD—The market was sharply higher with a better export demand and disappointing increases in the stocks. At New York prime western quoted at 16.85@16.95; middle western, 16.65@16.75; city, 16½; refined Continent, 17½@17¾; South America, 17¾c; Brazil kegs, 18¾. Compound quoted New York at 16¾@17c.

At Chicago regular lard in round lots quoted 7½c under July; leaf lard 32½c under July and loose lard 85c under July.

BEEF—Offerings were moderate, demand fair and the market steady with mess New York quoted at \$18@20; packet, \$18@20; family, \$22@24; extra India mess, \$35@40; No. 1 canned corned beef, \$3; No. 2, \$8.25; 6 lbs., \$18.50; pickled tongues, \$55@60, nominal.

SEE PAGE 39 FOR LATER MARKETS.

BORAX BAN POSTPONED.

The British ban on the sale of meats on which borax has been used, has been postponed to July 1, 1927.

The Liverpool Provision Trade Association has made representations to the government regarding the handicap placed on importers of meat in which borax has been used as a preservative. Cable advices state that the prohibition of the use of borax has been postponed to July 1, 1927. This means that retail sales of such meats must cease on that date.

Trend of Trade in Green and Cured Pork Products

The charts on the opposite page, which are part of THE NATIONAL PROVISIONER MARKET SERVICE series, show the price trends of green and cured pork products and live hogs at Chicago for the first five months of 1926, with comparisons for the four years previous.

All green and cured product showed an upward trend during the month, some green product continuing the price increase begun several months ago. Certain cured products which had been in a none too satisfactory price situation have showed marked improvement during May.

Fresh Pork Products.

Loins.—The strength and the prevailing high prices in the live hog market have not been reflected in the market on fresh pork loins. There has been an unusually light supply, but the demand for this product has been comparatively slower than for many other products. The upward price trend during the month was not so sharp for fresh loins as for live hogs.

Hams.—There has been a continuous good demand for light green hams, with the supply extremely light. The good domestic outlet for all averages was further strengthened by the Liverpool demand for the lighter weights.

Bellies.—Trade was extremely active on green clear bellies, with an apparent scarcity of offerings on the cured stocks. This cut showed a slight upward price trend during April and much more strength in May. The situation on the heavier averages was boosted considerably by the scarcity of offerings of lighter weights. There was also a strong demand for green American bellies for dry salt requirements, which added further strength to the market for heavy bellies.

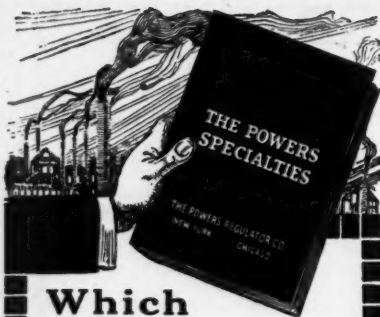
Boston Butts.—This product ruled steady to strong throughout the month, continuing its upward price trend started the first of the year. The demand for

Boston butts, especially from carlot buyers, could not be satisfied. Boneless butts, cellar trim, were relatively strong.

Picnics.—Green picnics were active and showed unusual strength, with liberal sales to the trade on light averages. The put-down of this cut was rather light. The heavier averages continued to be boned out to supply the needs of lean trimmings.

Cured Pork Products.

S. P. Hams.—There was a broad demand and scarcity of offerings of the light and medium averages, with comparatively little relief during the entire month. Early in the month the heavy S. P. hams were selling at very low levels compared with



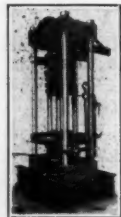
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IN PRINCIPAL CITIES

the green product and lighter averages cured, but before the month ended there was a rapid advance in price, making the average price for the period show a sharp upward trend.

S. P. Bellies.—Bellies were in constant demand throughout the month, with a very narrow spread in price between the green product and cured stocks. The demand generally was in excess of supply.

D. S. Bellies.—The beginning of the month showed considerable weakness in the price of dry salt bellies, but an advance of fully 3c per pound was experienced before the month ended. This was occasioned by the rather light supply and the good demand for this product from within the industry. Many producers were buyers rather than free sellers.

D. S. Fat Backs.—This product has at last shown some strength and the price trend during May averaged a full 2c higher. There was a very active domestic and export demand, sufficient to relieve the burdensome supply and place this commodity in a strong position.

Lard.—Stocks increased considerably during May but the holdings are fully one-third lower than those of a year ago. There was considerable speculative buying during the month, with some increase in price. Lard is and has been the cheapest item on the list compared with the price of live hogs.

Hogs.—Live hogs at Chicago moved up sharply during May from the high level maintained since the first of the year. The general scarcity of offerings at the principal markets of the country has resulted in sharp competition between packers, with an accompanying increase in price. This price is so high that packers may well consider whether they can buy these hogs for purposes other than trade needs already in sight.

Some observers anticipate a slight increase in hog runs during the summer months, which may have a depressing influence on price, and the total stocks of cut meats on hand on June 1 were only about one-third lower than those of a year ago, when winter hog runs were heavy.

LARD AND GREASE EXPORTS.

Exports of lard from New York, May 1 to June 1, 34,436,791 lbs.; tallow, 503,000 lbs.; greases, 2,476,400 lbs.; stearine, 70,000 lbs.

PROVISIONS AT SEVEN MARKETS.

(Special Report to The National Provisioner.)

A considerable decline in stocks of sweet pickle meats was shown during May, with the total tonnage less than half that of a year ago, while dry salt meat stocks are only slightly below those on hand June 1, 1925.

The most marked decrease is in regular and skinned hams. Regular ham stocks were more than 40,000,000 lbs. short of those a year ago, and skinned hams slightly less than half those of last year.

Stocks of dry salt bellies remained practically stable during the month, while fat backs declined.

Lard stocks increased almost 6,000,000 lbs. since May 1, but are still practically one-third under those of last year. The low price level on this product compared with live hogs has been unsatisfactory, particularly in view of the increased lard yield per hog.

Stocks of provisions at Chicago, Kansas City, Omaha, Milwaukee, St. Joseph, St. Louis and E. St. Louis, on May 31, 1926, with comparisons, as specially compiled by THE NATIONAL PROVISIONER, are reported as follows:

	May 31, '26	Apr. 30, '26	May 31, '25
	Lbs.	Lbs.	Lbs.
Total S. P. meat	125,747,843	134,278,716	214,784,249
Total D. S. meats	55,118,773	56,686,018	57,687,837
Total all meats	202,137,137	210,253,983	296,497,876
Total lard	56,074,590	50,568,140	89,336,482
P. S. lard	42,749,741	39,506,231	73,771,246
Other lard	13,324,849	11,061,908	15,565,236
S. P. reg. hams	49,499,122	54,021,020	89,736,629
S. P. skd. hams	25,586,571	28,878,770	48,078,292
S. P. cl. bellies	32,530,301	33,993,359	48,968,880
S. P. picnics	16,719,201	16,996,853	27,872,475
D. S. bellies	41,282,415	41,229,925	38,714,182
D. S. fat backs	10,581,356	12,349,232	10,473,481

BRITISH PROVISION CABLE

(Special Cable to The National Provisioner.)

Liverpool, June 4, 1926.

Provision market firm. Spot demand fairly good for pure lard and boxed meats. Trade good on A. C. hams for prompt and deferred shipment; American packers offering very sparingly of the extreme light averages.

Following representations of the Liverpool Trade Association, the government has postponed the prohibition of borax on bacon and hams until July 1, 1927.

Today's prices are as follows: Shoulders, square, 100s; picnics, 94s; hams, long cut, 136s; American cut, 135s; bacon, Cumberland cut, 125s; short backs, 119s; bellies, clear, 112s; Wiltshires, none; Canadian, 122s; spot lard, 84s 9d.

TALLOW, STEARINE, GREASE AND SOAP

WEEKLY REVIEW

TALLOW—The firmness in the tallow situation became more pronounced the past week, about 500,000 lbs. being absorbed by soap makers at the 9c level for extra New York. This buying took the surplus off the market and bids at that figure failed to bring out further quantities, producers holding $\frac{1}{4}$ c higher.

The situation in general continued quite firm in all soap makers' materials and with the strength in the other greases and edible fats, sentiment continued to rule quite friendly. At New York special was quoted at 8 $\frac{1}{2}$ c; extra, 9@9 $\frac{1}{4}$ c and edible at 10 $\frac{1}{2}$ c.

At Chicago the market was quiet but firm on tallow with a good inquiry for prime packer and offerings rather light. At Chicago edible quoted 10@10 $\frac{1}{4}$ c; fancy, 9 $\frac{1}{4}$ c; prime packer, 9c and No. 1 at 8 $\frac{1}{2}$ c.

At the London auction on Wednesday, June 2, some 1,242 casks were offered and 500 sold at prices unchanged to 1s higher than two weeks previous, with mutton quoted at 44s@45s 3d; beef, 43s 6d@44s 6d, and good mixed at 42s@43s 6d. At Liverpool Australian tallow was steady and unchanged with fine quoted at 44s and good mixed at 43s 3d.

STEARINE—After considerable dullness the market developed further strength on moderate demand, oleo New York selling at 13 $\frac{1}{2}$ c and at 13 $\frac{3}{4}$ c with offerings light at those figures, and sellers asking 14c New York.

At Chicago, stearine was quiet but firm and quoted at 13 $\frac{1}{4}$ @13 $\frac{1}{2}$ c.

OLEO OIL—The market has been a little more active and is somewhat firmer, the result of the working of some quantities of extra for export, while reports had it that Rotterdam had cleaned up the available supplies of No. 2 oleo oil. At New York extra was quoted at 13 $\frac{1}{2}$ c; medium, 12 $\frac{1}{2}$ @13 and lower grades at 12c nominal.

At Chicago extra oleo was quoted at 13c.

SEE PAGE 39 FOR LATER MARKETS.

LARD OIL—The market was somewhat stronger with demand better and prices reflecting the strength in raw materials. At New York edible quoted at 18 $\frac{1}{4}$ c; extra winter, 15c; extra, 13c; extra No. 1, 12 $\frac{1}{2}$ c; No. 1, 12 $\frac{1}{4}$ c; and No. 2 at 12c.

NEATSFOT OIL—A better consuming demand was in evidence, the market was stronger with the raw materials. At New York pure quoted at 16 $\frac{1}{4}$ c; extra, 12 $\frac{1}{2}$ c; No. 1, 12 $\frac{1}{4}$ c; and cold test at 18 $\frac{3}{4}$ c.

GREASES—Although the volume of trade was limited, demand was fairly good and the market was very firm, reflecting in part the situation in tallow and the firmness on the part of producers. Choice white was reported in good demand for export.

At New York house grease was quoted at 8 $\frac{1}{2}$ c; yellow, 8 $\frac{1}{2}$ @8 $\frac{3}{4}$ c; A white, 9 $\frac{1}{4}$ c; B white, 8 $\frac{3}{4}$ @9c; and choice white at 11 $\frac{1}{2}$ @12c.

At Chicago the market on grease was firm with offerings light with choice white quoted at 10 $\frac{1}{4}$ c; A white, 9 $\frac{1}{2}$ c; B white, 9c; yellow, 7 $\frac{3}{4}$ @8 $\frac{1}{4}$ c; brown, 7 $\frac{1}{4}$ @7 $\frac{3}{4}$ c.

Packhouse By-Products

Blood.

Chicago, June 3, 1926.

Market quiet and steady, with high-grade ground at \$3.85 and unground at \$3.75 basis Chicago. Outlet limited owing to the big proportion of tankage productions testing 11@13% ammonia.

	Unit ammonia.
Ground	\$3.85@4.00
Crushed and unground	3.75@3.85

Digester Hog Tankage Materials.

Conditions were the reverse of last week, buyers being indifferent and trend of prices lower, the meager offerings were offset by an almost complete shut-off of the demand for finished digester. Sales, in main, at \$3.65@4.00 for 10@13% unground. Liquid stick in tank cars brought \$3, and good colored, in double-head packages \$2.75.

	Unit ammonia.
Ground, 7 to 12% ammonia	\$3.85@4.35
Unground, 11 to 13% ammonia	3.85@4.25
Unground, 6 to 10% ammonia	3.50@3.75
Liquid stick, 8 to 12% ammonia	2.50@3.00

Fertilizer Materials.

A marked increase in trading at prices mostly 25c per unit above recent low point. Bulk sales at \$2.85@3.25 for ground tankage and \$2.60@2.90 for unground. Buyers and sellers were too far apart to admit of trading in hoof meal.

	Unit ammonia.
High grade, ground, 10-11% ammonia	\$3.10@3.25
Lower grade, ground, 6-8% ammonia	2.75@3.00
Medium to high grade, unground	2.75@2.90
Lower grade and renderers', unground	2.60@2.75
Bone tankage, unground	2.75@3.00
Hoof Meal	3.25@3.50
Grinding hofs, per ton	38.00@40.00

Bone Meals.

All price changes tended upward, with offerings very scant for this time of the year, with no relief in sight.

	Per Ton.
Raw bone meal	\$32.00@45.00
Steam, ground	32.00@40.00
Steam, unground	25.00@32.00

Cracklings.

Most trading was around \$1.10@1.15 per unit protein basis Chicago, with not a few productions contracted ahead to January 1st, and a few to April of next year. Soft pressed pork reached \$82.50 and beef \$47.50.

	Per Ton.
Pork, according to grease and quality	\$80.00@85.00
Beef, according to grease and quality	47.00@75.00

Horns, Bones and Hoofs.

Offerings were scarce and the market firm, as per quotations found below, although assorted materials bring a premium.

	Per Ton.
Horns	\$75.00@200.00
Round shin bones	45.00@ 48.00
Flat shin bones	42.00@ 45.00
Thigh, blade and buttock bones	40.00@ 45.00
Hoofs	36.00@ 38.00

(NOTE—Foregoing prices are for mixed carloads of unassorted materials indicated above.)

Gelatine and Glue Stocks.

Sellers and buyers are anywhere from \$2.00@3.00 per ton apart in their price

views, and as a result trading was practically at a standstill.

	Per Ton.
Kip and calf stock	\$31.00@36.00
Rejected manufacturing bones	40.00@42.00
Horn piths	35.00@36.00
Cattle jaws, skulls and knuckles	35.00@36.00
Sinews, pizzles and hide trimmings	23.00@25.00

Animal Hair.

Considerable trading in crude hair, winter take-off, about as high as any time this year. All price changes for processed tended downward; likewise for cattle switches.

	Per Pound.
Coil and field dried	3 @ 5 $\frac{1}{4}$
Processed	7 @ 11
Dyed	8 $\frac{1}{4}$ @12
Cattle switches (115 for 100), each	4 @ 5 $\frac{1}{4}$

Pig Skin Strips.

Demand for tanners' continued fairly good, but prices sank to the lowest level of the year for unassorted edible grades.

	Per Pound.
Tanner grades	6 @ 7
Edible grades, unassorted	4 $\frac{1}{4}$ @4 $\frac{1}{2}$

EASTERN FERTILIZER MARKETS.

(Special Report to The National Provisioner.)

New York, June 2, 1926.—Ground tankage sold here this week at \$3.50 & 10c basis f.o.b. New York, which is present asking price. Ground dried blood sold at \$3.40 f.o.b. New York and stocks are light. Demand is limited for unground tankage at present, but offerings are not plentiful. Unground cracklings 50%@55% are being held around 90@95c f.o.b. New York for prompt shipment.

The new nitrate of soda prices are out and are lower than last year, the reduction in price being from \$2.80@3.60 per ton according to deliveries. Prices late June are \$2.42 $\frac{1}{2}$; July, \$2.33; Aug. \$2.34 ex-vessel the ports.

Quite a large attendance is expected from this section at the annual convention of the National Fertilizer Association at White Sulphur Springs week of June 27.

MAY HOG RUNS AND WEIGHTS.

Receipts of 508,906 hogs at Chicago during May were the smallest for that month since 1914, and the third smallest total for May in 33 years. For the first five months of the year a total of 3,156,458 hogs were received at Chicago, the lowest for the same period in twelve years.

At the 11 principal markets the receipts for May were 2,031,000, slightly under those for April and the lowest since 1915. The run for the five months was 11,716,000.

The average weight of hogs made up some portion of the loss in receipts.

At Chicago, this was 251 lbs., the heaviest for May in over 50 years, and 15 lbs. heavier than in May, 1925.

At Omaha the average weight was 261 lbs., being 16 lbs. heavier than last year and the heaviest for any month since September, 1925. It was the heaviest average weight for May since 1897.

Kansas City hogs averaged 221 lbs., compared with 223 lbs. last year, which was the heaviest in 13 years.

At St. Louis the average weight was 234 lbs., compared with 221 in May, 1925.

THE KENTUCKY CHEMICAL MFG. CO., Inc.

COVINGTON, KY. Opposite Cincinnati, Ohio

Buyers of Beef and Pork Cracklings

Both Soft and Hard Pressed

COTTON OIL SITUATION.

An analysis of the cottonseed oil situation for the months of August, September, October, November and December, 1925, and January, February, March and April, 1926, with comparisons for last season, based on Federal census reports, has been prepared by Aspegren & Co. It is as follows:

MOVEMENT OF COTTONSEED AT CRUDE MILLS.

	Tons Received—	
	1925-26.	1924-25.
On hand beginning of season...	32,276	21,711
August	269,346	134,251
September	1,071,552	611,464
October	1,306,471	1,205,327
November	905,611	1,065,882
December	845,243	744,308
January	478,898	370,307
February	298,555	208,792
March	182,291	104,457
April	46,940	53,556
Total	5,438,183	4,520,115

	Tons Crushed—	
	1925-26.	1924-25.
August	113,281	62,140
September	483,861	315,237
October	811,633	718,863
November	811,905	747,580
December	793,292	704,280
January	794,525	700,352
February	653,627	603,541
March	511,310	378,672
April	304,290	232,569
Total	5,277,824	4,368,234

	On hand end of month.	
	1925-26.	1924-25.
August	188,241	93,822
September	775,932	390,049
October	1,270,770	873,368
November	1,364,147	1,190,920
December	1,417,188	1,281,008
January	1,069,371	900,899
February	744,596	598,021
March	415,277	323,806
April	150,765	144,235

Tons, 1925-26. Tons, 1924-25.

	Actual.	
	1925-26.	1924-25.
*Estimated seed receipts at crude mills season 1925-26...	5,481,253	4,633,872
On hand beginning of season...	32,276	21,711
Total	5,513,529	4,655,583
Of which is so far crushed...	5,277,824	4,368,234
Destroyed at mills...	9,504	7,646
Seed on hand...	150,765	144,235
Seed still to be received...	75,348	136,468

150,765 tons seed on hand at 290 lbs. crude oil per ton is equivalent to 43,721,850 lbs. crude oil, which at 17 per cent refining loss, equals 36,280,136 lbs. refined oil, or 90,723 barrels.

75,348 tons seed still to be received at 290 lbs. crude oil per ton, is equivalent to 21,850,920 lbs. crude oil, which at 17 per cent refining loss, equals 18,136,204 lbs. refined oil, or 45,341 barrels.

*The estimated seed receipts have here been further reduced 30,000 tons.

MOVEMENT OF CRUDE OIL AT CRUDE MILLS.

	Pounds produced—	
	1925-26.	1924-25.
On hand beginning of season	2,690,818	2,613,014
August	33,845,900	17,582,741
September	142,939,456	92,578,809
October	232,596,005	213,958,590
November	233,636,068	224,995,684
December	234,230,400	215,867,577
January	227,432,786	210,438,833
February	188,548,064	158,013,729
March	151,633,487	116,571,734
April	94,629,487	77,716,795
Total	1,532,123,987	1,327,637,506

	Shipments—	
	1925-26.	1924-25.
August	26,075,932	16,108,755
September	121,519,513	72,618,197
October	215,518,419	188,118,343
November	227,902,261	208,506,999
December	213,474,389	210,390,794
January	222,623,401	187,949,353
February	200,348,537	152,224,569
March	167,141,000	150,968,804
April	113,588,880	92,567,318
Total	1,508,882,350	1,279,413,112

	On hand end of month.	
	1925-26.	1924-25.
August	9,830,795	4,087,000
September	31,250,738	23,847,612
October	48,298,324	49,387,859
November	63,845,029	63,876,544
December	64,690,049	69,383,327
January	69,508,434	91,872,827
February	67,708,561	97,661,987
March	63,264,917	63,264,917
April	23,241,637	48,424,394

DISTRIBUTION CRUDE OIL HOLDINGS.

	Aug. 1, '25.	
	Pounds.	Aug. 31, '25.
At mills	2,660,818	9,830,795
At refineries	635,825	901,655
In transit to refineries and consumers	1,550,690	7,011,500
Total	4,847,333	17,833,950

	Sept. 30, '25.	
	Pounds.	Oct. 31, '25.
At mills	31,250,738	48,298,324
At refineries	4,504,943	7,108,369
In transit to refineries and consumers	20,006,610	36,479,460
Total	55,765,291	91,976,153

	Nov. 30, '25.	
	Pounds.	Dec. 31, '25.
At mills	53,943,029	64,690,049
At refineries	11,316,211	13,777,963
In transit to refineries and consumers	46,073,810	40,646,931
Total	111,333,050	119,123,943

	Jan. 31, '26.	
	Pounds.	Feb. 28, '26.
At mills	69,508,434	57,708,561
At refineries	15,713,928	19,082,617
In transit to refineries and consumers	43,744,760	44,815,301
Total	128,967,122	121,606,479

	Mar. 31, 1926.	
	Pounds.	Apr. 30, 1926.
At mills	42,201,039	23,241,637
At refineries	17,502,192	15,265,768
In transit to refineries and consumers	31,117,604	10,568,230
Total	90,820,925	58,075,635

58,075,635 lbs. crude oil at 17 per cent refining loss equals 48,202,777 lbs. refined oil, or 120,507 barrels.

CRUSH PER TON.

During August, 113,391 tons seed produced 33,845,900 lbs. crude oil, equivalent to 298.5 lbs. per ton, or 14.9 per cent compared to 14.2 per cent last year.

During September, 483,861 tons seed produced 142,939,456 lbs. crude oil, equivalent to 295.4 lbs. per ton, or 14.8 per cent compared to 14.7 per cent last year.

During October, 811,633 tons seed produced 232,596,005 lbs. crude oil, equivalent to 286.5 lbs. per ton, or 14.3 per cent compared to 14.9 per cent last year.

During November, 811,905 tons seed produced 233,636,068 lbs. crude oil, equivalent to 287.7 lbs. per ton, or 14.4 per cent compared to 15.0 per cent last year.

During December, 793,292 tons seed produced 224,432,786 lbs. crude oil, equivalent to 282.7 lbs. per ton, or 14.1 per cent compared to 15.2 per cent last year.

During January, 794,525 tons seed produced 227,432,786 lbs. crude oil, equivalent to 286.2 lbs. per ton, or 14.3 per cent compared to 15.0 per cent last year.

During February, 653,627 tons seed produced 188,548,064 lbs. crude oil, equivalent to 288.5 lbs. per ton, or 14.4 per cent compared to 15.5 per cent last year.

During March, 511,310 tons seed produced 151,633,487 lbs. crude oil, equivalent to 296.5 lbs. per ton, or 14.8 per cent compared to 15.4 per cent last year.

During April, 304,290 tons seed produced 94,629,487 lbs. crude oil, equivalent to 311.0 lbs. per ton, or 15.6 per cent compared to 16.7 per cent last year.

Total, 5,277,824 tons seed produced 1,529,463,169 lbs. crude oil, equivalent to 289.8 lbs. per ton, or 14.5 per cent compared to 15.2 per cent last year.

REFINED OIL.

	Pounds produced—	
	1925-26.	1924-25.
On hand beginning of season	173,549,345	106,789,632
August	19,577,403	11,226,080
September	93,659,812	65,023,388
October	178,055,514	159,433,513
November	183,553,412	176,690,727
December	179,514,244	187,189,991
January	185,407,152	175,755,265
February	160,129,568	137,322,736
March	155,384,324	141,213,137
April	91,356,536	101,491,163
Total	1,420,797,410	1,253,155,641

	—Delivered consumers—	
	1925-26.	1924-25.
August	100,914,601	63,983,706
September	128,761,993	62,832,984
October	158,111,819	133,107,427
November	149,957,629	110,136,298
December	123,745,614	94,922,770
January	147,584,454	104,356,614
February	103,813,957	91,754,435
March	112,872,470	118,191,530
April	115,225,834	91,718,406
Total	1,140,988,371	871,004,170

	On hand end of month.	
	1925-26.	1924-25.
August	92,212,147	54,042,015
September	57,110,090	47,232,419
October	77,663,761	73,558,505
November	111,239,544	140,112,934
December	167,028,174	232,390,155
January	204,850,872	308,788,806
February	291,160,483	349,357,107
March	309,678,337	372,378,714
April	270,809,039	382,151,471

AVERAGE REFINING LOSS.

During August, 21,187,670 lbs. crude oil yielded 19,577,403 lbs. refined oil—7.00 per cent loss compared to 11.59 per cent loss last year.

During September, 100,955,550 lbs. crude oil yielded 93,659,812 lbs. refined oil—7.24 per cent loss compared to 7.99 per cent loss last year.

During October, 192,100,180 lbs. crude oil yielded 178,055,514 lbs. refined oil—7.02 per cent loss compared to 6.79 per cent loss last year.

During November, 200,939,878 lbs. crude oil yielded 183,553,412 lbs. refined oil—8.65 per cent loss compared to 8.54 per cent loss last year.

During December, 204,263,905 lbs. crude oil yielded 179,514,244 lbs. refined oil—12.12 per cent loss compared to 8.23 per cent loss last year.

During January, 215,274,868 lbs. crude oil yielded 185,407,152 lbs. refined oil—13.87 per cent loss compared to 8.06 per cent loss last year.

During February, 193,010,411 lbs. crude oil yielded 160,129,568 lbs. refined oil—17.04 per cent loss compared to 8.21 per cent loss last year.

During March, 189,250,505 lbs. crude oil yielded 155,384,324 lbs. refined oil—17.88 per cent loss compared to 9.02 per cent loss last year.

During April, 115,303,567 lbs. crude oil yielded 91,356,536 lbs. refined oil—21.78 per cent loss compared to 9.28 per cent loss last year.

Total, 1,435,356,734 lbs. crude oil yielded 1,247,248,065 lbs. refined oil—13.10 per cent loss compared to 8.27 per cent loss last year.

SHIPMENT OF REFINED OIL.

	Export pounds—	
	1925-26.	1924-25.
August	2,816,783	850,053
September	2,593,800	681,112
October	2,978,272	1,640,941
November	3,076,077	7,561,688
December	3,228,468	5,111,031
January	2,170,984	2,529,210
February	1,713,456	1,681,110
March	824,418	1,738,913
April	686,836	1,321,632
Total	20,064,083	23,096,290

	Domestic pounds—	
	1925-26.	1924-25.
August	98,067,819	63,133,053
September	126,151,972	62,151,972
October	155,133,547	131,496,480
November	148,886,632	102,574,616
December	120,517,146	80,811,739
January	145,413,470	101,827,404
February	102,100,501	90,983,325
March	112,048,475	116,452,617
April	114,538,998	90,396,777
Total	1,120,904,711	847,907,880

REFINED OIL—Summary in Barrels of 400 Pounds.

	Produced.	
	1925-26.	1924-25.
Old crop stock	433,873	266,999
August	48,944	28,005
September	234,140	140,058
October	458,884	441,727
November	448,785	468,000
December	468,518	439,388
January	400,324	343,307
February	388,461	353,033
March	228,391	253,728
Total	3,551,993	3,132,889

	Consumed.	
	1925-26.	1924-25.
August	252,297	159,959
September	321,905	157,082
October	395,279	332,769
November	374,894	275,341
December	309,304	237,307
January	368,064	208,801
February	269,535	229,386
March	282,181	295,479
April	288,065	229,296
Total	2,852,471	2,177,510

	1925-26.	
	1925-26.	1924-25.
Refined oil on hand...	699,522	955,379
Seed on hand will produce...	90,723	108,854
Crude oil on hand will produce...	120,507	160,172
Seed still to be rec. will produce...	45,341	102,238
Total	956,093	1,326,643
Less approx. carry over for end of season Aug. 1, 1926.	300,000	466,929
Available for coming 3 mo.	656,093	859,714
Mo. avg. cons. for first 9 mo.	1316,041	1241,946
Mo. avg. cons. for last 3 mo.	218,698	1286,571
Mo. avg. cons. for all 12 mo.	292,380	1253,102

† Actual. * Available.

NOTE—On account of the increased distribution and disappearance of oil to May 1, 1926, we have reduced available carry over on August 1, 1926, to 300,000 barrels.

The Blanton Company
St. Louis, U. S. A.

Refiners of

Salad Oil

Selling Agencies at
New York Philadelphia Pittsburgh
Memphis

Topp's Code, Eighth Edition

Give Us Inquiries on Carloads
Pleased to Submit Samples

VEGETABLE OILS

WEEKLY REVIEW

THE NATIONAL PROVISIONER is Official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association and the Mississippi Cottonseed Crushers' Association.

New Season's Highs—Trade Fairly Active—General Position Tight—Cash Trade Satisfactory—Crude $13\frac{3}{4}$ c—Lard Strong.

A fairly active market continues in cotton oil futures on the New York Produce Exchange, and with conditions the past week again almost entirely favorable to the constructive side, prices responded accordingly and again made new high levels for the season. The July delivery approximated the 16c level.

The action of the market is not surprising, as most unusual conditions still prevail, so much so that it is not a question of price but simply a question of how high the market must go to discount entirely the strongest situation that ever prevailed in this commodity and what level will effectively reduce consumption of cotton oil and its by-products. Judging by reports, this level has not been reached as yet.

Good Cash Trade Volume.

Cash interests report a satisfactory volume of trade, everything considered, and with the supply steadily diminishing there continues a lack of pressure of actual oil anywhere on the market. So much so, in fact, that the future market without a stock at New York is without a balance wheel and in a position that makes the market very sensitive to any important buying power or any attempt to cover shorts.

Considerable realizing develops on all the bulges as is to be expected but buying power remains sufficient in volume to readily absorb the profit taking and keeps the pit bare of any surplus offerings. The crude markets reached the $13\frac{3}{4}$ c level, while lard was independently firm with the lard stocks making a disappointing showing, with the lard supply about half that of a year ago, making for distinct tightness in the situation in edible fats.

In no direction is there anything weak in the situation and there appears to be little or no need for caution excepting the fact that at 16c oil is high in price and is reaching the stage where rapid and wide fluctuations are more than a possibility.

Nearby Situation Still Strong.

The nearby situation shows no abatement in strength that has existed for the past six or eight weeks. The June shorts

are covering when advantageous, but the open interest in June is small. The July delivery, under demand from shorts, has begun to reflect the situation that prevails in that month where the short interest is believed to be fairly large and speculative while the long interest is held by speculators and consumers, the latter in anticipation of requirements a little later on.

SOUTHERN MARKETS.

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., June 3, 1926.—New Orleans oil futures have been active and at times excited past week due to sensational advances in crude oil and apprehension of shorts as to where they will secure the oil to cover their sales. Supplies are too small for comfort and high prices are necessary to prevent famine in oil before new crop moves freely around September 15 to October 15. There is also a reported short interest in September and October futures, hence with steady demand from consumers and speculators for early fall months considerably higher prices are expected.

Valley, June, $13\frac{3}{4}$ c bid; small balance held for 14c. Much broader trading in New Orleans contracts and both buyers and sellers operating here predict good prospects for steady and wholesome growth of local market as the only bleachable delivered here this season is of poor quality.

Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., June 3, 1926.—Crude sold today in the valley at 14c. Prime cottonseed meal, \$30.00 basis Memphis. Loose hulls sold \$7.00 Memphis. Nice rain here today, very much needed.

Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., June 3, 1926.—Prime cotton seed delivered Dallas, nominal; prime crude cottonseed oil, 14c; 43 per cent cake and meal, \$30.00; hulls, \$9.00. Markets normal; copious rains past week.

The prospects for deliveries on June or July contracts are not very bright. In fact it would be a distinct surprise to the trade to have even moderate quantities delivered this or next month, so that it would appear that the spot situation will remain in an acute position until the short interest is pretty well evened up.

Shortly after the middle of the month the market will be confronted with another Government report on May distribution and remaining stocks. Current estimates on consumption are running around 300,000 bbls., but the consumption figure will not prove as much of a factor on the market as will the visible stocks remaining for distribution and carryover. The report, it is confidently expected, will further emphasize the limited supplies available and as a result is expected to be of a very bullish character.

Crude Oil High.

Crude oil has established a $13\frac{3}{4}$ c level. While it is true there is little or no oil available in the South and that the price represents the tail end of the crop, nevertheless such a figure attracts sentimental influence and this has been somewhat of a help to the strength in the general situation. The after-planting run of seed and crude is expected to be moderate. But in this quarter there may be some surprise in that the price is sufficiently high to induce a movement of whatever seed shall be left to the milling centers.

The lard market has been very firm, moving into new high ground with a disappointing hog run as well as disappointing increases in the stocks. At Chicago the stock June 1st totaled 37,950,000 lbs. against 36,180,000 lbs. in mid-May, 34,530,000 lbs. on May 1 and 66,902,000 lbs. on June 1st last year.

The stocks increased only 3,400,000 lbs. during May and are slightly more than half the supply at this time last year. The hog level continues to rule high and the situation in lard appears to be on a fairly firm foundation for the time being, considering the strength and limited available supplies of edible oils.

There have been some importations of foreign oils, particularly English cottonseed oil, which attracted quite a little attention for a time. But those bullish on the market have been steadily emphasizing the fact that no round quantities have been available.

Some oil has been bought for prompt,

ASPEGREN & CO., INC.

PRODUCE EXCHANGE BLDG.

NEW YORK CITY

BROKERS

REFINED COTTON SEED OIL CRUDE

ORDERS SOLICITED

TO BUY OR SELL PRIME SUMMER YELLOW COTTON SEED OIL ON
THE NEW YORK PRODUCE EXCHANGE FOR SPOT OR FUTURE DELIVERY

New Orleans — the Logical Market for Refined Cottonseed Oil

In testimony given before a Committee of the United States Senate the rules of the New Orleans contract market were pointed to as a model for others to follow. This market was established for the benefit of the cotton oil trade, less than a year ago, but it is now functioning as well or better than was to be expected. It is broadening rapidly and furnishes an ideal facility for consumers, refiners, crude oil producers and others who may find it useful.

The contract is for 30,000 pounds of refined oil in bulk, and an indemnity bond guarantees weight and grade, at the time of delivery.

Write the Trade Extension Committee, Room 511 Cotton Exchange Building, for information, rules, etc.

NEW ORLEANS COTTON EXCHANGE New Orleans, La.

June and July shipment and some little lots are offering for August shipment, but the pressure of English cotton oil has been diminished by the continuance of the British coal labor troubles and the rationing of coal supplies in that country has made for a condition where some of the English oil mills have been forced to close down.

COTTONSEED OIL.—Market transaction:

Friday, May 28, 1926.

	Sales.	High.	Low.	Bid.	Asked.
	—Range—		—Closing—		
Spot .....	.....	.....	1550	a	.....
June .....	.....	.....	1560	a	1600
July	1400	1575	1515	1565	a 1580
Aug. ....	.....	.....	1550	a	1580
Sept.	3300	1427	1404	1427	a
Oct.	4500	1319	1294	1317	a
Nov.	500	1193	1180	1185	a 1200
Dec.	600	1160	1145	1150	a 1160
Jan. ....	.....	.....	1145	a	1150

Total Sales, including switches, 10,300 bbls. P. Crude S. E. 13 Nom'l.

Saturday, May 29, 1926.

	Sales.	High.	Low.	Bid.	Asked.
	—Range—		—Closing—		
Spot .....	.....	.....	1570	a	.....
June	300	1575	1570	1570	a 1580
July	1900	1580	1575	1580	a 1578
Aug. ....	.....	.....	1565	a	1590
Sept.	1900	1438	1427	1438	a
Oct.	800	1327	1320	1326	a
Nov.	200	1203	1200	1199	a 1205
Dec.	200	1160	1159	1153	a 1160
Jan. ....	.....	.....	1140	a	1150

Total Sales, including switches, 5,300 bbls. P. Crude S. E. 13 Nom'l.

Monday, May 31, 1926.

Holiday.

Tuesday, June 1, 1926.

	Sales.	High.	Low.	Bid.	Asked.
	—Range—		—Closing—		
Spot .....	.....	.....	1575	a	.....
June	500	1600	1575	1580	a 1600
July	3900	1598	1575	1595	a 1597
Aug.	500	1590	1584	1585	a 1595
Sept.	3300	1470	1440	1465	a
Oct.	5700	1347	1327	1336	a 1339
Nov.	1900	1214	1201	1208	a 1205
Dec.	1800	1165	1160	1155	a 1162
Jan. ....	.....	.....	1148	a	1155

Total Sales, including switches, 17,000 bbls. P. Crude S. E. 13½-5.

Wednesday, June 2, 1926.

	Sales.	High.	Low.	Bid.	Asked.
	—Range—		—Closing—		
Spot .....	.....	.....	1590	a	.....
June .....	.....	.....	1580	a	1590
July	3100	1604	1590	1585	a 1593
Aug.	100	1590	1590	1570	a 1585
Sept.	3600	1495	1467	1470	a 1467
Oct.	6900	1360	1334	1335	a 1334
Nov.	800	1220	1205	1185	a 1195
Dec.	600	1162	1140	1140	a
Jan. ....	.....	.....	1170	a	1140

Total Sales, including switches 15,100 bbls. P. Crude S. E. 13½ Bid.

Thursday, June 3, 1926.

	Sales.	High.	Low.	Bid.	Asked.
	—Range—		—Closing—		
Spot .....	.....	.....	1575	a	.....
June .....	.....	.....	1575	a	1610
July	1609	1600	1602	1605	a
Aug.	1600	1600	1595	1599	a
Sept.	1489	1483	1488	1489	a
Oct.	1360	1349	1355	1360	a
Nov.	1210	1207	1207	a ....	.....
Dec.	1158	1149	1153	1158	a
Jan. ....	.....	.....	1130	a	1145

SEE PAGE 39 FOR LATER MARKETS.

COCONUT OIL.—While the demand for coconut oil has been less aggressive, partly the result of the advance in prices, offerings are limited and firmly held due to further strength in tallow and inquiries for coconut oil slightly under the market. In general, the situation in soapmakers' materials continued one of strength, while the edible oil situation was quite favorable to coconut oil.

At New York tanks prompt were quoted at 10½@10¾c; and July-August at 10¼c. At the Pacific coast spot tanks quoted at 10c; June-July at 9¾c and futures at 9½@9¾c.

SOYA BEAN OIL.—The market was very firm with a fairly good demand, and with moderate offerings. At New York prices were more or less nominal, while at the Pacific coast 10¾c was paid for tanks and the market quoted at 10¾@10¾c.

CORN OIL.—The last business heard of was at the 13c level, but demand is quieter, and buyers and sellers are apart in their ideas with tanks f.o.b. mills quoted at 12¾c bid and 13c asked. Refined barrels New York quoted at 15¼@15½c.

PALM OIL.—While the demand has been moderate the situation is firm due to strength in competing articles and firmer foreign offerings. At New York Lagos

spot quoted at 8¾@8¾c; shipment, 8½c; Nigre spot, 8¾c; shipment at about 8¾c.

PALM KERNEL OIL.—A firmer tone features this market with offerings limited and light, while a little improvement in demand was reported. At New York spot casks were quoted at 10.40c; shipment, at 10¾c; while shipment tanks coast quoted at 10.10c.

SESAME OIL.—Situation purely nominal.

PEANUT OIL.—Little heard of this oil.

COTTONSEED OIL.—The market is very strong with spot supplies New York limited and strongly held with prime summer yellow quoted at 16@16½c, with cooking oil in small lots at 16½c and winter oil small lots at 17c.

CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, June 2, 1926.—Latest quotations on chemicals and soapmakers' supplies:

Seventy-six per cent caustic soda, \$3.76 @3.91 per cwt.; 98 per cent powdered caustic soda, \$4.16@4.56 per cwt.; 58 per cent carbonate of soda, \$2.04@2.44 per cwt.

Lagos palm oil in casks of 1,600 lbs., 9¾c lb.; olive oil foots, 8¾@8¾c lb.; East India Cochin cocoanut oil, 16c lb.; Cochin grade cocoanut oil, domestic, 12½c lb.; Ceylon grade cocoanut oil, 11¾c lb.

Prime summer yellow cottonseed oil, 16¾c lb.; prime winter salad oil, 16¾@17c lb.; raw linseed oil, 10.6@11.1c lb.

Extra tallow, f.o.b. seller's plant, 9c lb.; dynamite glycerine, nom., 24@25c lb.; chemically pure glycerine, nom., 24@24½c lb.; saponified glycerine, nom., 17½@17¾c lb.; crude soap glycerine, nom., 15½c lb.; prime packers grease, nom., 8¾c lb.

COTTONSEED MEAL EXPORTS.

Domestic exports of cottonseed meal and cake, and other oil cake and meal, from the United States during April, 1926, with comparisons, are announced as follows by the U. S. Department of Commerce:

	Apr. '26	10 mo. ended Apr. '25	Apr. '26
Cottonseed cake, tons.....	10,084	7,811	241,963
Linseed cake	24,663	28,517	254,622
Other oil cake	1,903	12	4,659
Cottonseed meal	1,332	944	97,218
Linseed meal	97	355	3,012
Other oil cake meal	158	9	2,330

CAROLINA CRUSHERS TO MEET.

The North and South Carolina Cottonseed Crushers' Associations will hold a joint convention this year on July 1 and 2, at Kenilworth Inn, Asheville, N. C. An excellent program is in course of preparation, and a very large attendance is looked for.

In addition to the business sessions a golf tournament will be held on one of the many beautiful mountain courses near Asheville. A number of trophies have been donated for prizes.

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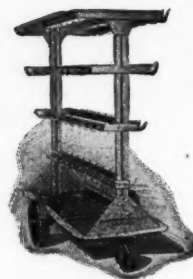
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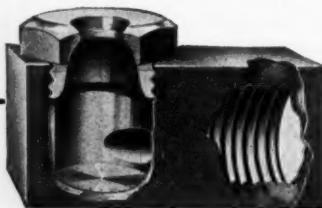
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THE WEEK'S CLOSING MARKETS

FRIDAY'S CLOSINGS.

Provisions.

Hog products very active and strong and into new highs due to reports of a decided betterment in export lard demand, with England and the Continent buying. Other factors were disappointing hog receipts, strength in hogs and strength and scarcity of oil.

Cottonseed Oil.

Cottonseed oil again made new season's highs today in quite active markets with commission house and professional trade mixed. But the undertone is very strong and the general position still acutely tight. Two leading refiners paid 14c for crude. Lard strong and helpful to cash oil; compound trade naturally quieter, but there is a good sized speculative short interest in nearbys against even natural reaction of substantial size. Reported first half September Valley crude 12c bid; all September, 11½c bid.

Quotations on cottonseed oil at Friday noon were: June, \$16.00@16.25; July, \$16.15; August, \$16.04@16.09; September, \$15.01@15.03; October, \$13.67; November, \$12.17@12.20; December, \$11.56@11.58; January, \$11.40@11.50.

Tallow.

Tallow, extra, 9@9¼c.

Oleo Oil and Stearine.

Stearine, oleo, close, 14c.

Hull Oil Market.

Hull, England, June 4, 1926.—(By Cable.)—Refined cottonseed oil, 42s; crude cottonseed oil, 38s 3d.

FRIDAY'S GENERAL MARKETS.

New York, June 4, 1926.—Spot lard at New York: prime western, \$17.30@17.40; middle western, \$17.15@17.25; city, \$17.00; refined continent, \$17.50; South American, \$18.00; Brazil kegs, \$19.00; compound, \$16.75@17.00.

PHILADELPHIA MEAT SUPPLIES.

Receipts of western dressed meats and local slaughter under city and federal inspection at Philadelphia, Pa., are officially reported as follows for the week ending May 29, 1926, with comparisons:

	Week ending May 29, 1926.	Prev. week, 1925.	Cor. week, 1925.
Western dressed meats:	2,750	2,349	2,311
Steers, carcasses	817	684	615
Cows, carcasses	113	154	193
Bulls, carcasses	2,237	2,530	1,977
Veals, carcasses	9,269	9,338	9,651
Lambs, carcasses	1,909	2,064	1,251
Mutton, carcasses	334,274	335,039	296,894
Pork, lbs.	2,708	1,933	1,723
Local slaughters:	3,463	3,524	3,080
Cattle	15,358	17,090	16,156
Calves	4,782	4,056	4,524
Hogs			
Sheep			

BOSTON MEAT SUPPLIES.

Receipts of western dressed meats and slaughter under federal and city inspection at Boston, Mass., are officially reported as follows for the week ending May 29, 1926, with comparisons:

	Week ending May 29, 1926.	Prev. week, 1925.	Cor. week, 1925.
Western dressed meats:	2,827	2,447	2,300
Steers, carcasses	1,646	1,676	971
Cows, carcasses	36	75	33
Bulls, carcasses	1,510	1,432	2,218
Veals, carcasses	8,156	11,585	12,702
Lambs, carcasses	1,419	1,036	598
Mutton, carcasses	247,520	339,147	524,254
Pork, lbs.			
Local slaughters:			
Cattle	1,846	1,773	1,388
Calves	2,633	2,051	2,978
Hogs	14,811	14,421	9,248
Sheep	4,087	5,160	4,488

TRADE GLEANINGS.

Wharton County Cotton Oil Mills Company, El Campo, Tex., has increased its capital from \$50,000 to \$100,000.

Karn Brothers, Inc., have been incorporated at Ft. Wayne, Ind., with a capital stock of \$10,000 by Sidney H. Karn, Morse Harrod and Camilla Karn. The company will carry on a wholesale and retail meat business.

J. C. Ensweiler Company has been incorporated at 1001 Garfield avenue, Oak Park, Ill., with a capital stock of \$10,000 by Calvin J. Uthoff, Ida H. Ensweiler and John C. Ensweiler. The company will carry on a wholesale and retail meat and grocery business.

Louis H. Rettberg, one of the best-known manufacturers of high-grade sausage in the East, has changed his address from 2823 Pennsylvania avenue, Baltimore, Md., to Union Stock Yards, Baltimore. Growing business made larger and better facilities necessary.

The following officers have been elected for the Virginia-Carolina Chemical Company in New York City: Charles G. Wilson, president, 3202 Seminary avenue, Richmond, Va.; P. C. Smith. The company declared a dividend of 7 per cent on its prior preferred stock.

A. C. Snider, of the Daisy Meadows meat market, Marshfield, Ore., plans to install sausage making equipment in all his meat markets, which will enable him to turn out a complete line of sausage products. The markets to be so equipped are located at Bandon, Coquille and North Bend, Ore., as well as at Marshfield.

NEW YORK MEAT SUPPLIES.

Receipts of western dressed meats and local slaughter under federal inspection for New York City, N. Y., are officially reported for the week ending May 29, 1926, with comparisons, as follows:

	Week ending May 29, 1926.	Prev. week, 1925.	Cor. week, 1925.
Western dressed meats:	8,403	7,824	7,542
Steers, carcasses	629	650	673
Cows, carcasses	79	117	189
Bulls, carcasses	9,900	11,494	12,982
Veals, carcasses	15	10	
Hogs and pigs	16,354	21,167	24,500
Lambs, carcasses	6,970	6,474	6,038
Mutton, carcasses	236,815	335,612	84,588
Beef cuts, lbs.	946,050	990,015	725,527
Pork cuts, lbs.			
Local slaughters:	10,812	8,032	8,372
Cattle	18,543	16,524	13,954
Calves	40,904	34,388	39,957
Hogs	48,088	40,117	33,901
Sheep			

CANADIAN STORAGE STOCKS.

Stocks of meat in storage in the Dominion of Canada on May 1, 1926, with comparisons, are announced officially as follows:

	May 1, '26	May 1, '25	5-year-avg. May 1
Pork, total, lbs.	24,645,290	58,735,219	46,750,001
Lard, total, lbs.	3,547,448	4,483,707	3,500,387
Beef, lard, lbs.	5,553,320	13,558,100	13,206,885
Veal, total, lbs.	515,412	990,313	
Mutton and lamb, total, lbs.	1,432,421	2,645,332	2,908,821

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to June 4, 1926, show exports from that country were as follows: To England, 41,685 quarters; to continent, 17,373 quarters; others none.

Exports for the previous week were: To England, 56,547 quarters; to the continent, 92,026 quarters; others none.

COTTONSEED OIL EXPORTS.

Exports of cottonseed oil from New York, May 1 to June 1, none.

RECEIPTS AT CENTERS.

SATURDAY, MAY 29, 1926.

	Cattle.	Hogs.	Sheep.
Chicago	150	3,500	2,500
Kansas City	150	250	100
Omaha	400	3,000	500
St. Louis	100	2,500	4,500
St. Joseph	200	5,000	100
Sioux City	100		
St. Paul	100		
Oklahoma City	400	200	500
Fort Worth	50	100	
Milwaukee	200	200	1,400
Denver	100	600	700
Wichita	200	3,000	100
Indianapolis	100		
Pittsburgh	100		
Cincinnati	100		
Cleveland	100		
Nashville, Tenn.	100	500	500
Toronto	700	300	

MONDAY, MAY 31, 1926.

	Cattle.	Hogs.	Sheep.
Chicago	19,000	40,000	10,000
Kansas City	10,500	10,000	13,000
Omaha	4,500	4,500	3,500
St. Louis	6,500	11,500	5,500
St. Joseph	3,500	5,500	1,500
Sioux City	3,700	4,500	200
St. Paul	5,800	12,000	300
Oklahoma City	1,000	1,000	
Fort Worth	7,000	1,000	9,000
Milwaukee	600	400	100
Denver	4,300	1,600	2,700
Louisville	1,000	1,200	1,200
Wichita	1,500	2,900	300
Indianapolis	800	4,000	2,000
Pittsburgh	1,600	4,500	700
Cincinnati	1,600	7,500	2,400
Buffalo	1,000	1,000	1,000
Cleveland	300	1,000	1,500
Nashville, Tenn.	300	1,500	300
Toronto	3,300	1,500	

TUESDAY, JUNE 1, 1926.

	Cattle.	Hogs.	Sheep.
Chicago	11,000	18,000	15,000
Kansas City	10,000	10,000	10,000
Omaha	10,500	10,000	3,500
St. Louis	8,500	16,000	3,000
St. Joseph	5,000	4,000	2,500
Sioux City	3,200	8,000	500
St. Paul	1,800	5,000	1,000
Oklahoma City	1,000	1,200	
Fort Worth	2,500	500	4,000
Milwaukee	500	2,000	100
Denver	1,500	2,200	1,900
Louisville	200	1,000	1,000
Wichita	300	2,400	
Indianapolis	2,100	8,000	800
Pittsburgh	100	1,000	500
Cincinnati	400	3,000	1,400
Buffalo	100	1,500	600
Cleveland	200	1,000	1,000
Nashville, Tenn.	100	700	1,500
Toronto	1,000	1,400	200

WEDNESDAY, JUNE 2, 1926.

	Cattle.	Hogs.	Sheep.
Chicago	13,000	14,000	12,000
Kansas City	8,500	10,000	10,000
Omaha	9,500	14,000	5,000
St. Louis	7,500	12,500	3,000
St. Joseph	3,600	8,000	4,900
Sioux City	3,000	9,500	200
St. Paul	2,900	10,000	200
Oklahoma City	1,000	1,400	
Fort Worth	4,300	1,800	2,000
Milwaukee	400	900	100
Denver	200	900	1,400
Louisville	300	2,100	100
Wichita	1,900	5,000	300
Indianapolis	100	1,000	500
Pittsburgh	300	4,000	2,500
Cincinnati	200	1,000	200
Buffalo	200	2,000	500
Cleveland	100	700	1,500
Nashville, Tenn.	100	1,000	
Toronto	500	1,900	100

THURSDAY, JUNE 3, 1926.

	Cattle.	Hogs.	Sheep.
Chicago	13,000	37,000	16,000
Kansas City	3,000	7,000	10,000
Omaha	6,000	11,000	4,500
St. Louis	2,500	12,000	3,000
St. Joseph	1,200	6,500	5,500
Sioux City	2,000	7,500	500
St. Paul	2,000	8,000	100
Oklahoma City	600	300	
Fort Worth	3,000	1,000	5,500
Milwaukee	500	2,500	100
Denver	500	2,500	1,300
Wichita	300	7,000	600
Indianapolis	1,100	7,000	300
Pittsburgh	100	1,200	500
Cincinnati	600	4,500	5,500
Buffalo	200	800	300
Cleveland	300	3,000	500

FRIDAY, JUNE 4, 1926.

	Cattle.	Hogs.	Sheep.
Chicago	3,000	15,000	7,000
Kansas City	1,500	5,000	3,000
Omaha	500	8,500	9,000
St. Louis	1,200	1,000	1,500
St. Joseph	500	5,000	2,000
Sioux City	1,000	7,000	600
St. Paul	1,800	6,000	4,000
Oklahoma City	400	1,200	
Fort Worth	2,000	300	4,500
Milwaukee	100	300	
Denver	200	800	1,400
Wichita	200	1,200	100
Indianapolis	800	7,500	300
Pittsburgh		7,500	500
Cincinnati	550	4,000	3,500
Buffalo	200	1,700	400
Cleveland	300	2,900	500

LIVE STOCK MARKETS

CHICAGO.

(Reported by U. S. Bureau of Agricultural Economics.)

Chicago, June 3, 1926.

CATTLE—Burdened supplies checked the sharp upturn on weighty steers as the week closed. However, such kinds continued to sell at a substantial premium over yearlings and finished mostly 15@25c higher. The top on heavies went to \$10.65, paid for two loads of strictly choice 1,519 lb. Nebraska fed bullocks.

Yearlings predominated in the steer contingent, but choice kinds were extremely scarce. Few light weights passed \$10.00 and best 972@1,067 lb. steers stopped at \$10.25. A fairly generous quota of matured steers sold at \$10.25@10.60, offerings at the latter price scaling 1,410 lbs. Killers took plain qualified short fed steers at \$8.00@8.50 and Texas grassers on this account realized \$7.50@8.00, scaling around 1,050@1,100 lbs.

Good and choice Kosher cows, because of their scarcity, advanced 25@40c. At the close choice heavy Kosher cows sold upward to \$8.25 in instances, while canners and cutters remained steady. Bull prices sagged around 25c. Decreased supplies together with active competition from all interests was responsible for a 50c@1.00 upturn on vealers, the bulk late realizing \$13.00@13.50.

HOGS—Mildly higher prices prevailed in swine trade when supplies dropped below last week's figures.

In general 5@15c covered the upturn since last Thursday, the maximum gain accruing to weighty butchers and packing sows. At this schedule best 250 lb. butchers reached \$14.20, the highest mark attained this season. Choice 200 lb. kinds ranged up to \$14.35 at the same time, qualified 160@180 lb. weights topped at \$14.45 and attractive 300 lb. butchers reached \$13.85. All these quotations were \$1.50@2.00 higher than those in force a year ago.

SHEEP—Fat lambs were very uneven, with better grades strong to 25c higher and others weak to 50c lower. Choice Idaho lambs reached \$18.90 to outsiders with bulk at \$18.50@18.75. California lambs going to killers made \$15.50@17.00 mostly.

Best yearling wethers scored \$16.90, the highest price paid during the clipped season. Few fat ewes sold above \$6.50 as the week closed with heavies at \$5.00@5.75 mostly.

KANSAS CITY.

(Reported by U. S. Bureau of Agricultural Economics.)

Kansas City, Mo., June 3, 1926.

CATTLE—Fed steers closed the week at strong to 15c higher levels, with better grades of lightweight offerings showing

most advance. Lightweight yearling steers and heifers were in demand at strong to 25c higher prices.

Choice 1,624 lb. steers sold at \$9.90 for the week's top, while long yearlings made \$9.75 and mixed steers and heifers \$9.85. Bulk of the fed arrivals cashed from \$8.25 @9.40. The supply of Texas grassers was generous and prices are steady to 15c lower, with \$5.75@7.00 taking the bulk.

Inbetween grades of butcher cows are 10@25c lower, while other she stock held steady. Bulls declined 15@25c and veal calves advanced 50c with tops at \$11.50.

HOGS—The prevailing stronger undertone in hogs continued throughout the week, and closing prices are from 10@25c higher with medium and strongweight offerings having the preference. Shipping orders were moderate but packers were liberal buyers at all times.

At the close choice 160 lb. averages reached \$14.35, best 200 lb. weights \$14.25 and choice 300 lb. butchers \$13.95. Packing sows are 15c higher.

SHEEP—Lamb prices held generally steady during the week with best Idaho arrivals selling at \$17.25, the week's top. California lambs made \$17.10 and best natives stopped at \$17.

Aged sheep closed at 25@50c lower levels. Two-year-old Texas wethers sold up to \$8.50 and most aged wethers cleared from \$6.50@8.00. Odd lots of native ewes sold from \$5.50@6.50.

LIVESTOCK PRICES AT LEADING MARKETS.

Following are livestock prices at five leading Western markets on Thursday, June 3, 1926, as reported to THE NATIONAL PROVISIONER by leased wire of the Bureau of Agricultural Economics, U. S. Department of Agriculture:

Hogs (Soft or oily hogs and roasting pigs excluded):	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANSAS CITY.	ST. PAUL.
TOP	\$14.45	\$14.50	\$14.00	\$14.35	\$14.50
BULK OF SALES	13.70@14.10	14.10@14.40	13.15@13.90	13.75@14.15	13.25@14.00
Hvy wt. (250-350 lbs.), med-ch.	13.45@14.20	13.00@14.15	13.00@13.80	13.25@14.10	13.25@13.85
Med. wt. (200-250 lbs.), med-ch.	13.00@14.35	14.00@14.30	13.50@13.90	13.05@14.25	13.50@14.00
Lt. wt. (100-200 lbs.), com-ch.	13.45@14.45	14.00@14.50	13.70@14.00	13.75@14.35	13.75@14.25
Lt. lt. (130-190 lbs.), com-ch.	13.50@14.45	14.20@14.50	13.75@14.00	13.85@14.35	14.00@14.50
Packing sows, smooth and rough.	12.30@12.85	11.85@12.15	11.50@12.50	12.00@12.75	12.00@12.75
Sightr. pigs (130 lbs. down), med-ch.	13.85@14.50	14.25@14.50		14.25@14.75	14.50@15.10
Av. cost and wt., Wed. (pigs excluded)	13.75-261 lb.	14.09-213 lb.	13.48-263 lb.	13.85-237 lb.	
Slaughter Cattle and Calves:					
STEERS (1,500 LBS. UP):					
Good-ch.	9.35@10.60		8.75@10.00	8.65@9.85	
STEERS (1,100-1,500 LBS.):					
Choice	9.85@10.60	9.40@10.15	9.40@10.15	9.35@10.00	
Good	9.35@10.00	9.00@9.65	8.85@9.50	8.60@9.40	8.60@9.75
Medium	8.35@9.50	7.50@9.00	7.90@8.75	7.40@8.75	8.00@8.60
Common	7.25@8.50	6.00@7.50	6.35@7.90	6.00@7.40	6.00@8.00
STEERS (1,100 LBS. DOWN):					
Choice	9.85@10.30	9.85@10.35	9.50@10.15	9.40@10.00	
Good	9.25@9.85	9.15@9.85	8.75@9.40	8.75@9.40	8.50@9.60
Medium	8.25@9.35	7.50@9.15	7.85@9.75	7.35@8.75	8.00@8.50
Common	7.00@8.35	5.50@7.50	6.25@7.85	5.50@7.35	6.00@8.00
Canner and cutter	5.50@7.00	4.75@6.50	5.00@6.25	4.60@6.50	4.00@6.00
LT. YRLG. STEERS AND HEIFERS:					
Good to choice (850 lbs. down)	8.75@10.00	9.00@10.25	8.50@9.85	8.50@9.85	8.25@9.60
HEIFERS:					
Good-choice (850 lbs. up)	7.75@9.75	7.00@9.00	7.00@9.25	6.75@9.00	7.25@8.75
Common-med. (all weights)	6.25@8.50	6.00@7.75	5.25@7.75	6.10@7.65	5.25@7.25
COWS:					
Good to choice	6.85@8.15	6.00@7.25	6.00@7.75	5.90@7.60	6.25@7.50
Common and medium	5.00@6.85	5.00@6.00	5.10@6.00	4.50@5.90	4.75@6.25
Canner and cutter	3.75@5.00	3.40@5.00	3.90@5.10	3.50@5.30	3.50@4.75
BULLS:					
Good-ch. (beef 1,500 lbs. up)	6.15@6.50	6.25@6.75	5.50@6.00	5.65@6.25	5.50@6.00
Good-ch. (1,500 lbs. down)	6.15@7.00	6.25@7.00	5.50@6.25	5.75@6.50	5.50@6.50
Can-med. (canner and bologna)	4.50@6.15	4.25@6.00	4.25@5.75	4.25@5.65	4.00@5.50
CALVES:					
Medium to choice (milk fed. exc.)	6.50@8.25	6.50@8.50	6.00@8.75	6.00@8.50	4.50@6.40
Cull-common	5.00@6.50	4.50@6.50	4.25@6.00	4.00@6.00	3.50@4.50
VEALERS:					
Medium to choice	10.50@14.00	8.50@12.75	8.50@12.25	7.50@11.50	7.50@12.75
Cull-common	6.00@10.50	5.00@8.50	5.00@8.50	4.50@7.50	4.50@6.50
Slaughter Sheep and Lambs (Shorn Basis):					
Lambs, med. to choice (84 lbs. down)	16.25@18.90	15.00@17.35	15.50@18.00	15.00@17.35	15.25@17.75
Lambs, cull-com. (all weights)	13.00@16.25	10.50@15.00	13.00@15.50	11.75@15.00	12.00@15.25
Yearling wethers, medium to choice	13.25@17.00	10.00@15.00	13.00@15.75	10.75@15.25	
Ewes, common to choice	4.50@7.00	3.50@6.00	4.00@6.75	4.00@6.75	
Ewes, canners and cull	2.00@4.50	1.50@3.50	1.50@4.00	1.00@4.00	1.00@4.00

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ST. LOUIS.

(Reported by U. S. Bureau of Agricultural Economics.)

E. St. Louis, Ill., June 3, 1926.

CATTLE—Lower values on all classes except most native steers featured the week's trade. Compared with one week ago, native beef steers at \$8.50 and up sold steady; other natives, mixed yearlings, heifers, canners, and bologna bulls, 25c lower; western steers, 25@50c lower; beef cows, 50c lower; good and choice shipping vealers, 75c@1.00 lower.

Tops for week: Yearlings, \$10.40; matured steers, \$10.00; heifers, \$9.85; western steers, \$7.65. Bulks for week: Native steers, \$8.50@9.75; western steers, \$5.85@7.00; fat mixed yearlings and heifers, \$9.00@9.60; cows, \$5.25@6.00; canners, \$3.50@4.00.

HOGS—General hog market is showing just a little more strength than a week ago, particularly light and medium weight classes which are 10@15c higher than last Thursday.

Top today was \$14.50. Bulk 190 lbs. down, \$14.35@14.40; 190@220 lbs., \$14.25@14.35; 220@260 lbs., \$14.10@14.25; weightier kinds scarce with sales downward to \$13.75 for a few extreme heavies. Desirable pigs, \$14.35@14.50; packing sows show a 25@40c decline, bulk today \$12.00.

SHEEP—Greatly increased receipts of sheep and lambs sent the market into a decline this week, lambs showing a 50c loss with aged sheep \$1.00 under last Thursday. Tennessee and Kentucky lambs \$17.35 today; most natives, \$17.00; fat ewes, \$5.00@6.00.

OMAHA.

(Reported by U. S. Bureau of Agricultural Economics.)

Omaha, Neb., June 3, 1926.

CATTLE—The liberal run of fed steers and yearlings for the week showed improved quality with numerous loads of choice long feds included. Despite liberal receipts good and choice grades advanced 15@25c and closed the week firm at the higher levels. Common and medium grades are steady to 15c higher.

Practically all weights earned \$9.75; light steers, \$9.85, with weighty steers and medium weights \$10.00. She stock is steady to 15c higher, better grades showing the

upturn. Bulls and veals are mostly unchanged.

HOGS—A two-way trend has featured the hog trade during the period under review. Shipping inquiry has been of sufficient breadth to key up competition for medium and lights, while outlet for strong weight butchers and packing sows have been limited to local packers.

Medium and lights reflect a net upturn of 15@25c, while strong weight butchers and packing sows are steady to 25c lower. Thursday's bulk of sales ranged \$13.15@13.90; top, \$14.00.

SHEEP—Market on fat lambs showed a gradual strengthening and, compared with a week ago, reflects a net advance of 25c. Top on Thursday was \$18.00, paid for choice Idahos. Californias, grading medium to good, noted \$14.50@17.25; natives, \$17.00@17.40. Yearlings have held steady, bulk \$15.50@15.75.

Fat sheep were under pressure and show a decline of 75c@1.00 for the period. Desirable weight fat ewes are now clearing \$6.00@6.50.

ST. JOSEPH.

(Special Letter to The National Provisioner.)

St. Joseph, Mo., June 1, 1926.

CATTLE—Cattle receipts for two days this week around 6,000, and bulk of these were beef steers and yearlings. Quality was of good average and prices are mostly steady for the period. Top steers, both natives and Colorados, sold at \$9.50. Bulk of sales ranged \$8.75@9.25. Best mixed yearlings \$9.10@9.35, others \$8.25@9.00.

Butcher stock unchanged. Fair to good cows mostly \$5.00@6.25, few choice kinds up to \$7.00. Canners and cutters \$3.75@4.50. Bulk of heifers sold \$7.00@8.75, with odd head up to \$9.50.

Bulls mostly \$5.50@6.00, choice kinds higher. Calves steady; top veals, \$11.50.

HOGS—Hog receipts around 9,000 for 2 days, against 12,261 same days last week.

Market a little uneven with values around 5@10c lower for the period.

Today's top \$14.00 on 180@200 lb. weights, with bulk of all sales \$13.50@14.00.

SHEEP—Sheep receipts around 3,000 for the 2 days. Lambs weak to 25c lower; sheep, 25@50c lower. Native lambs today \$16.50@17.25. No westerns on sale.

Colorado lambs sold Monday at \$17.50 and Californias \$17.25. Clipped ewes \$6.50@7.00.

SIoux CITY.

(Special Letter to The National Provisioner.)

Sioux City, Ia., June 2, 1926.

CATTLE—A small falling off is noted in cattle receipts for the week to date, not sufficient to be much of a factor in shaping price changes in the market. Compared with late last week the market is standing strong to 10c higher and outlook considered as favoring stronger rates for the good fat corn fed offerings.

Very choice mixed yearling steers and heifers of less than 800 lbs. average sold at \$9.75 and strong weight yearlings sold at \$9.50. Bulk of the fair to good grades of steers and yearlings sold at a range of \$8.50@9.25, while the more medium down to common grade sold at prices ranging down from \$8.00 to around \$7.00.

Butcher cows and heifers were strong for the good kinds but no better than steady for common grades; bulk of cows \$5.50@7.25; heifers, \$6.50@8.00; canners, \$3.50@4.50; veals up to \$11.00 for best lots.

HOGS—Receipts of hogs 9,000; for the half week, 23,000. Market today strong to 10c higher with most of advance being shown on butchers of all weights. Prime light lots sold at \$14.00; bulk of good hogs of all weights, \$13.60@13.90; mixed packers, \$12.50@13.25; sows, \$11.85@12.50; pigs, \$14.00@15.00.

SHEEP—Only a few sheep were here. The market was on a lower basis with \$17.65 quotable for lambs; shorn yearlings, \$15.75; ewes, \$7.25 for shorn lots.

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C. B. Heinemann, Service Manager, Chicago

SLAUGHTER REPORTS.

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending May 29, 1926:

CATTLE.			
	Week ending May 29.	Prev. week.	Cor. week.
Chicago	28,742	26,179	29,587
Kansas City	26,306	25,720	24,883
Omaha	25,093	21,892	19,955
East St. Louis	12,636	11,702	18,258
St. Joseph	10,211	9,060	9,060
Sioux City	9,346	8,487	8,550
Cudahy	974	706	706
Fort Worth	9,770	9,398	8,601
Philadelphia	2,708	1,933	1,723
Indianapolis	4,476	4,063	1,693
Boston	1,846	1,773	1,388
New York and Jersey City	10,812	8,032	8,372
Oklahoma City	5,222	5,789	5,141
Total	147,166	133,002	128,977

HOGS.			
	Week ending May 29.	Prev. week.	Cor. week.
Chicago	93,300	82,400	88,700
Kansas City	39,809	32,226	27,409
Omaha	41,547	36,355	51,506
East St. Louis	24,397	26,806	29,009
St. Joseph	31,040	25,667	25,667
Sioux City	31,064	26,719	37,910
Cudahy	7,026	19,326	19,326
Fort Worth	2,043	3,902	3,902
Philadelphia	15,358	17,090	16,156
Indianapolis	29,885	27,757	16,555
Boston	14,811	14,421	9,248
New York and Jersey City	40,904	34,388	39,957
Oklahoma City	5,106	4,172	4,172
Total	379,884	340,414	343,670

SHEEP.			
	Week ending May 29.	Prev. week.	Cor. week.
Chicago	23,955	41,286	44,461
Kansas City	26,943	22,053	10,839
Omaha	21,029	22,277	21,043
East St. Louis	12,280	6,173	12,881
St. Joseph	12,181	13,165	13,165
Sioux City	1,731	2,075	1,149
Cudahy	279	279	180
Fort Worth	24,872	19,417	3,270
Philadelphia	4,782	4,056	4,524
Indianapolis	745	576	375
Boston	4,087	5,190	4,488
New York and Jersey City	48,088	40,117	35,901
Oklahoma City	417	322	216
Total	181,120	177,952	145,327

CANADIAN LIVESTOCK PRICES.

Summary of top prices for livestock at leading Canadian centers for the week ending May 27, 1926, with comparisons:

BUTCHER STEERS.			
1,000-1,200 lbs.			
	Week ending May 27.	Previous week.	Same week, 1925.
Toronto	\$ 8.50	\$ 8.00	\$ 8.25
Montreal (W)	7.75	7.75	7.75
Montreal (E)	7.75	7.75	7.75
Winnipeg	7.00	7.00	7.50
Calgary	6.85	6.85	7.00
Edmonton	7.00	7.00	7.00

VEAL CALVES.			
	Week ending May 27.	Previous week.	Same week, 1925.
Toronto	\$13.00	\$13.00	\$11.00
Montreal (W)	10.50	9.00	8.00
Montreal (E)	10.50	9.00	8.00
Winnipeg	8.50	10.00	9.00
Calgary	11.00	11.00	10.00
Edmonton	8.00	11.00	8.00

SELECT BACON HOGS.			
	Week ending May 27.	Previous week.	Same week, 1925.
Toronto	16.35	15.21	13.82
Montreal (W)	15.25	15.25	13.25
Montreal (E)	15.25	15.25	13.25
Winnipeg	15.29	15.40	12.37
Calgary	15.12	15.25	12.21
Edmonton	15.12	15.12	12.20

GOOD LAMBS.			
	Week ending May 27.	Previous week.	Same week, 1925.
Toronto	\$15.50	\$15.50	\$14.00
Montreal (W)	10.00	10.00	7.50
Montreal (E)	10.00	10.00	7.50
Winnipeg	16.00	16.00	15.00
Calgary	12.00	12.00	12.00
Edmonton	12.00	11.00	11.00

*Spring Lambs, per head.

PORK CUTS AT NEW YORK.

(Special Report to The National Provisioner from H. C. Zamb.)

New York, June 2, 1926.—Wholesale prices on green and cured pork products: Pork loins, 34@35c; green hams, 8-10 lbs., 30c; 10-12 lbs., 29c; 12-14 lbs., 28c; green picnic, 4-6 lbs., 20c; 6-8 lbs., 19c; green bellies, 6-8 lbs., 28c; 8-10 lbs., 28c; 10-12 lbs., 27½c; 12-14 lbs., 27c; S. P. bellies, 6-8 lbs., 26c; 8-10 lbs., 27c; 10-12 lbs., 26c; 12-14 lbs., 25c; S. P. hams, 8-10 lbs., 30c; 10-12 lbs., 29c; 12-14 lbs., 28c; 18-20 lbs., 28c; city dressed hogs, 22½c; city steam lard, 16½c; compound, 17c.

PACKERS' PURCHASES.

Purchases of livestock by packers at principal centers for the week ending Saturday, May 29, 1926, are reported by The National Provisioner as follows:

CHICAGO.			
	Cattle.	Hogs.	Sheep.
Armour	7,384	9,900	12,249
Swift & Co.	7,025	10,500	12,014
Morris & Co.	3,120	1,000	4,426
Wilson & Co.	3,303	92,000	5,296
Anglo. Amer. Prov. Co.	1,395	3,100	.....
G. H. Hammond Co.	2,600	3,100	.....
Libby, McNeill & Libby	915	.....	.....
Brennan Packing Co.	5,300 hogs; Miller & Hart, 4,600 hogs; Independent Packing Co., 4,400 hogs; Boyd, Latham & Co., 3,700 hogs; Western Packing & Provision Co., 8,700 hogs; Roberts & Oake, 5,000 hogs; others, 19,200 hogs.	.....	.....

KANSAS CITY.			
	Cattle.	Calves.	Hogs. Sheep.
Armour & Co.	3,371	1,089	9,673 4,295
Cudahy Pkg. Co.	3,301	1,293	6,070 6,691
Fowler Pkg. Co.	1,303	.....	.....
Morris & Co.	3,285	1,558	5,900 2,739
Swift & Co.	3,582	1,151	7,886 8,232
Wilson & Co.	4,411	1,019	9,388 4,982
Local butchers	746	196	802 14
Total	19,809	6,307	30,869 26,043

OMAHA.			
	Cattle and Calves.	Hogs.	Sheep.
Armour & Co.	6,204	12,342	4,642
Cudahy Pkg. Co.	6,977	10,700	5,010
Dold Pkg. Co.	1,142	4,184	.....
Morris & Co.	2,927	5,431	2,533
Swift & Co.	7,777	8,063	7,145
Glassburg, M.	5	.....	.....
Hoffman Pkg. Co.	95	.....	.....
Lincoln Pkg. Co.	65	.....	.....
Glaser & M. Prov. Co.	80	.....	.....
Omaha Pkg. Co.	65	.....	.....
John Roth & Sons	80	.....	.....
So. Omaha Pkg. Co.	96	.....	.....
East Side Pkg. Co.	268	.....	.....
Nagle Pkg. Co.	59	.....	.....
Sinclair Pkg. Co.	91	.....	.....
Wilson & Co.	531	.....	.....
Kennett-Murray Co.	2,949	.....	.....
J. W. Murphy	5,539	.....	.....
Other hog buyers, Omaha	12,582	.....	.....
Total	26,381	62,390	20,239

ST. LOUIS.			
	Cattle and Calves.	Hogs.	Sheep.
Armour & Co.	1,970	8,256	3,221
Swift & Co.	5,093	7,234	4,431
Morris & Co.	1,783	5,074	2,815
St. Louis Dressed Beef Co.	1,216	.....	.....
Independent Pkg. Co.	1,015	.....	46
East Side Pkg. Co.	1,418	6,088	.....
Hell Pkg. Co.	27	1,275	.....
American Pkg. Co.	67	401	29
Krey Pkg. Co.	144	1,539	.....
Sartorius Pkg. Co.	151	351	.....
Sieloff Pkg. Co.	53	1,438	25
Butchers	12,985	49,780	1,224
Total	25,922	82,291	11,791

ST. JOSEPH.			
	Cattle.	Calves.	Hogs. Sheep.
Swift & Co.	3,445	906	15,390 9,058
Armour & Co.	2,485	568	8,649 2,070
Morris & Co.	2,236	497	6,841 1,093
Others	2,377	151	2,991 561
Total	10,543	2,122	33,860 12,752

SIOUX CITY.			
	Cattle.	Calves.	Hogs. Sheep.
Cudahy Pkg. Co.	3,130	319	12,585 213
Armour & Co.	3,072	314	12,910 184
Swift & Co.	2,113	340	6,811 196
Sacks Pkg. Co.	142	60	3
Smith Bros. Pkg. Co.	56	20	18
Local butchers	101	15	26
Order buyers and packer shipments	1,332	.....	11,528
Total	9,946	1,068	43,881 593

OKLAHOMA CITY.			
	Cattle.	Calves.	Hogs. Sheep.
Morris & Co.	1,534	823	1,612 383
Wilson & Co.	1,921	873	3,382 94
Others	69	.....	112
Total	3,524	1,696	5,106 417

INDIANAPOLIS.			
	Cattle.	Calves.	Hogs. Sheep.
Eastern buyers	973	4,577	11,000 610
King & Co.	1,760	920	16,514 414
Armour & Co.	314	54	2,633 33
Indianapolis Abt. Corp.	1,306	25	..... 60
Hilgemeyer Bros.	.....	1,092	.....
Brown Bros.	178	19	..... 14
Schussler Pkg. Co.	19	.....	392
Riverview Pkg. Co.	9	4	179
Bell Pkg. Co.	140	.....	152
Meier Pkg. Co.	122	12	347
Indianapolis Prov. Co.	11	10	253
A. Wabnitz	21	50	..... 48
Hosmer Abt. Co.	29	.....	.....
Others	480	137	738 121
Total	5,368	5,814	33,300 1,323

DENVER.			
	Cattle.	Calves.	Hogs. Sheep.
Swift & Co.	895	200	1,886 629
Armour & Co.	756	308	3,229 934
Blayney-Murphy Co.	590	119	1,695
Others	719	384	584 193
Total	2,960	1,071	7,356 1,756

CINCINNATI.

	Cattle.	Calves.	Hogs. Sheep.
E. Kahn's Sons Co.	642	331	2,679 254
Kroger Groc. & Bak. Co.	240	147	825
Gus Juengling	146	192	..... 54
J. & F. Schroth Pkg. Co.	21	.....	1,569
H. H. Meyer Pkg. Co.	57	.....	2,148
J. Hilberg's Sons	164	.....	39
A. Sander Pkg. Co.	9	.....	1,296
Sam Gall	16	.....	325
J. Schlacter's Sons	190	287	..... 143
Wm. G. Behn's Sons	157	64	.....
Total	1,642	1,021	8,620 815

MILWAUKEE.

	Cattle.	Calves.	Hogs. Sheep.
Plankinton Pkg. Co.	792	5,333	7,545 34
United D. B. Co., N. Y.	44	.....	.....
Layton Co.	.....	.....	329
R. Gunz & Co.	36	54	162
Armour & Co., Milw.	403	2,813	.....
N. Y. But. & Mt. Co.	35	.....	.....
Butchers	174	544	7 60
Traders	54	142	19
Total	1,538	8,886	8,062 94

WICHITA.

	Cattle.	Calves.	Hogs. Sheep.
Cudahy Pkg. Co.	629	492	7,596 1,789
Dold Pkg. Co.	492	37	4,285
Local butchers	231	.....	.....
Total	1,352	529	11,681 1,789

ST. PAUL.

	Cattle.	Calves.	Hogs. Sheep.
Armour & Co.	3,127	5,792	16,816 907
Cudahy Pkg. Co.	333	2,978	768
Yaitz	37	.....	.....
Swift & Co.	4,986	8,674	24,580 997
United Pkg. Co.	1,476	471	.....
Others	741	847	6,826
Total	10,880	18,799	49,990 1,904

RECAPITULATION.

Recapitulation of packers' purchases by market for the week ending May 29, 1926, with comparisons:

	Week ending May 29.	Prev. week.	Cor. week.
Chicago	28,742	26,179	29,587
Kansas City	39,809	32,226	19,579
Omaha	25,093	21,892	22,708
St. Louis	25,922	21,541	20,623
St. Joseph	10,543	9,945	10,043
Sioux City	9,946	9,400	9,578
Oklahoma City	3,524	4,351	3,781
Indianapolis	5,368	5,814	4,997
Cincinnati	1,642	1,715	.....
Milwaukee	1,538	2,231	1,882
Wichita	1,352	1,281	1,387
Denver	2,960	2,579	2,232
St. Paul	10,880	9,512	8,000
Total	148,797	136,432	133,585

HOGS.

	Week ending May 29.	Prev. week.	Cor. week.
Chicago	93,300	82,400	88,700
Kansas City	39,809	32,226	27,409
Omaha	62,390	58,000	76,113
St. Louis	82,291	74,902	81,505
St. Joseph	33,860	31,905	30,4

HIDE AND SKIN MARKETS

Chicago.

PACKER HIDES—Trading in packer hides during past week lightest for some months. Movement for the week estimated at around 15,000 hides. A temporary lack of orders resulted in some appearance of weakness on the surface, but majority of packers have been following the market closely and are fairly well sold up on most descriptions.

No further advances recorded, but the few sales made were at steady prices. Not so much interest shown in light stocks; heavier hides considered firmer than light stocks at present.

No recent trading in spready native steers; actual market somewhat in doubt; considered around 16c, nominally, with 16½c asked. Heavy native steers quiet; last trading 14c for May, and last sales light native steers 13c for May. Extreme native steers inactive and nominally 14c.

Movement during week confined mostly to branded stocks. Two lots of butt branded steers, totalling 2,500, sold at 13c for May. Colorados quiet, with last sales of May at 12½c. Three lots, totalling 4,500 heavy Texas steers, moved 13c for May. Few small odd lots of light Texas steers brought 12½c. Extreme light Texas steers inactive and 12½c last asked.

Heavy native cows last sold 12½c for May. Light native cows inactive, quoted nominally at 13½c; less interest apparent. A few small lots of branded cows brought steady price of 12½c.

Native bulls last sold 9c for January to April. One packer sold about 2,000 branded bulls, January to May, at 8c, previous asking price.

SMALL PACKER HIDES—No activity in small packer hides during week. As previously noted, four killers sold their May production, last three lots moving at 13c for all weight native steers and cows and 12c for branded. Other killers appear confident they will obtain at least this figure for May production, and are awaiting further developments in big packer market.

Native bulls last sold 9c; branded bulls nominally 7½@8c, based on last trading.

COUNTRY HIDES—Country hides quieter, with most of movement confined to extreme weights; 50 lb. and heavier are slow to move. Buyers taking advantage of present quietness in packer stocks to talk lower prices for country hides. All weights quoted at 10@10½c, selected, delivered. Heavy cows and steers 9½@10c asked, with buyers talking 9c. Buff weights held at 10@10½c, with 11c asked for some choice 45-60 lb. Extremes range from 12½@13½c, according to weight and percentage of grubs; 14c obtained for some 25-45 lb., free of grub. Bulls continue slow and quoted around 8c, nominally. Western all-weight branded 9¾@9½c asked, Chicago freight, with buyers' ideas half cent under.

Receipts of hides at Chicago for week ending May 29, 3,490,000 lbs.; previous week, 3,524,000 lbs.; same week, 1925, 2,714,000 lbs.; from Jan. 1 to May 29, this year, 69,268,000 lbs.; same period, 1925, 82,293,000 lbs.

Shipments of hides from Chicago for week ending May 29, 5,518,000 lbs.; previous week, 5,529,000 lbs.; same week, 1925, 3,318,000 lbs.; from Jan. 1 to May 29, this year, 110,013,000 lbs.; same period, 1925, 106,092,000 lbs.

CALFSKINS—Packer calfskins quiet. Last trading at 19½c for May skins and probable that more could be bought at this figure, although 20c is asked.

First salted Chicago city calfskins are firm at 17½c; two cars moved at this figure,

and 18c is asked by some; resalted lots are priced at 15¾@17c, selected. Outside city calfskins quoted at 16@17c, according to selection.

Packer kips continue quiet. Last trading, some time ago, was at 17½c and 18c is generally asked; overweights are held at 16c, branded around 14½c.

First salted Chicago city kips are quoted nominally at 16c; resalted lots are listed at 14@15c, according to quality. Outside city kips quoted around 14½@15c, selected.

Last sale of packer regular slunks at 85c; 90@95c asked for April. Hairless slunks quoted at 50@60c.

MISCELLANEOUS MARKETS—Dry hides fairly steady at around 18c for flint all-weights, with up to 20c asked for some choice lots of light hides. Horsehides steady, with ordinary country lots selling around \$4.00@4.25; choice renderers held at \$5.00.

Little doing in sheep pelts. Packer shearlings selling around \$1.30@1.35. Dry pelts are quoted at 20@23c per lb., according to description.

No. 1 pigskin strips dull and quoted nominally at 7c; buyers' requirements appear to be pretty well taken care of for the present. Gelatine stocks 4¾c bid, carload lot basis, subject to buyer's confirmation, with 5½c asked; local sausage makers obtaining up to 5¾c for small lots.

New York.

NEW YORK PACKER HIDES—Market quiet, with a few scattered small trades at prices unchanged from those of previous week. Little activity but, with the exception of native bulls, packers generally are well sold up to June 1st. No offerings of June hides as yet reported. Spread native steers are reported to have sold at 16c. A few May native steers are held at 14c. November-December bulls are held at 10c while 9c is asked for February-May.

COUNTRY HIDES—Country hides are rather quiet but steady. Demand of late has been somewhat variable but prices appear to be fairly easily maintained.

CALFSKINS—New York City calfskins continue quiet; buyers have been showing little interest but stocks are well sold up. The 5-7's are quoted nominally at \$1.55, although \$1.60@1.65 is being asked, some are inclined to call the market a shade easier on light skins. Prices on other weights unchanged, 7-9's being quoted at \$2.00@2.05, and 9-12's at \$2.65, nominally.

DRY HIDES—Common dry hides are somewhat steadier. Some large buyers have been more active in their inquiries; receipts continue light and prices being well maintained.

ST. PAUL LIVESTOCK.

(By U. S. Bureau of Agricultural Economics and Minnesota Department of Agriculture.)

So. St. Paul, Minn., June 2, 1926.

CATTLE—Contracted supplies of fed steers and yearlings the forepart of the week imparted a strong and in spots 25c higher trend to the steer market. Other lines of killing stock suffered an uneven slump, grassy cows and canners and cutters closing unevenly 15@25c lower, while bologna bulls are off fully 25@50c.

Mixed yearlings set a new top for this market since March, when 48 head of 922 lb. weights earned \$9.75, Tuesday. Other desirable offerings representative of all weights made \$8.75@9.25, while the most fed steers cleared at \$8.00@8.75.

Fat cows sold mostly at \$4.50@6.00, with grassy kinds mostly at \$5.50 and down. Heifers bulked at \$6.00@7.25; lighterweights making \$8.25 and \$8.50, with a few choice yearlings at \$9.00.

Bulls, \$5.00@5.50; vealers, \$12.50@12.75 levels.

HOGS—The hog market at St. Paul has just wound up one of the highest months for many years, the average cost for the month figuring \$13.25, with an average weight of 247 lbs.

On recent days better grades of lightweights sold freely up to \$14.00; bulk of medium and heavy butchers downwards to \$13.50. Heavy mixed hogs sold at \$13.00@13.25 and below. Light lights largely \$14.25@14.50, with pigs mostly \$15.00.

SHEEP—Clipped lambs about steady, best kinds salable around \$15.50. Ewes, however, have lost from 25@50c according to weight and finish. Spring lambs are from 50@75c higher, desirable kinds selling recently at \$17.00@17.50.

CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ending June 5, 1926, with comparisons, are reported as follows:

PACKER HIDES.

	Week ending June 5, '26.	Week ending May 29, '26.	Cor. week, 1925.
Spready native steers	@15½n	15	@15½n
Heavy native steers	@14c		14½@16c
Heavy Texas steers	@13c		@13½c
Heavy butt branded steers	@13c		@13½c
Heavy Colorado steers	@12½c		@12½c
Ex-light Texas steers	@12½c		@13c
Branded cows	@12½c		@13c
Heavy native cows	@12½c		@13c
Light native cows	@13½c		13½@14c
Native bulls	9	9	@9½c
Branded bulls	@8c	8	@9c
Calfskins	@15½c		@16½c
Kips	17½	17½	@17½c
Kips, over	@16c		@16½c
Kips, branded	@14½c		@13½c
Slunks, regular	@95c	85	@95c
Slunks, hairless	@65c	50	@65c

Light, Native, Butts, Colorado and Texas steers 1c per lb. less than heavies.

CITY AND SMALL PACKERS.

	Week ending June 5, '26.	Week ending May 29, '26.	Cor. week, 1925.
Natives, all weights	@13c		@13½c
Bulls, native	@9n		@11c
Br. str. hds.	@12c		@12½c
Calfskins	@16½n		@16½n
Kips	14½@15c		@14½n
Slunks, regular	@77½c	50	@77½c
Slunks, hairless			@1.00

COUNTRY HIDES.

	Week ending June 5, '26.	Week ending May 29, '26.	Cor. week, 1925.
Heavy steers	10½@11c	10½@11c	12 @12½c
Heavy cows	9½@10c	9½@10c	11 @11½c
Butts	10 @10½c	10 @10½c	11 @11½c
Extremes	12½@13c	12½@13c	13 @13½c
Bulls	7 @7½c	7 @7½c	8½ @8c
Branded hides	8½ @8c	8½ @8c	9½ @10c
Calfskins	12½@13c	12½@13c	14½ @15c
Kips	11½@12c	11½@12c	13 @13½c
Light calf	\$0.65@0.70	\$0.65@0.70	\$0.90@1.00
Deacons	\$0.55@0.60	\$0.55@0.60	\$0.80@0.90
Slunks, regular	\$0.55@0.60	\$0.55@0.60	\$0.80@0.90
Slunks, hairless	\$0.15@0.20	\$0.15@0.20	\$0.25@0.35
Horsehides	\$3.50@4.50	\$3.50@4.50	\$4.25@5.25
Hogskins	\$0.20@0.25	\$0.20@0.25	\$0.25@0.30

SHEEPSKINS.

	Week ending June 5, '26.	Week ending May 29, '26.	Cor. week, 1925.
Large packers	\$1.75@2.25	\$1.75@2.25	\$2.25@2.75
Small packers	\$2.50@2.85	\$2.50@2.85	\$2.25@2.75
Pigs, shearings	\$1.30@1.35	\$1.30@1.35	\$1.15@1.20
Dry pelts	\$0.20@0.23	\$0.20@0.23	\$0.26@0.28

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ICE AND REFRIGERATION

ICE NOTES.

Kansas City Cold Storage & Warehouse Company has been incorporated in Kansas City, Mo., by E. M. Dodds, 19 W. 65th street terrace, Kansas City, and others.

Peoples Ice Company contemplates the erection of a cold storage plant in Wichita Falls, Tex.

Southwestern Utilities Company has been incorporated in Blackwell, Okla., with R. D. Lahman, president, and W. L. Lahman, secretary, both of Stillwater, Okla. The company was formed by a merger of 16 ice plants, 6 ice cream plants and 30 storage plants throughout that section. The deal is said to involve about \$2,500,000.

Consumers Ice & Cold Storage Company has permit to erect a \$200,000 ice and refrigeration plant on Mills street, Orlando, Fla. E. H. Lowe is president of the company.

Cleveland Mill & Power Company is con-

templating the installation of a small cold storage plant in Lawndale, N. C.

It is reported that the Producers Ice & Manufacturing Company plans to spend \$10,000 on an addition to its ice plant at 410 W. Chase street, Springfield, Mo., and will install refrigeration equipment.

City Ice Company has been incorporated in Wilmer, Tex., with a capital stock of \$20,000 by B. B. Beesley, D. N. Winniford and others.

REFRIGERATOR CAR BUNKERS.

Refrigerator cars with bunkers of the divided wire-basket type cool the load as efficiently as those equipped with the United States standard wire-basket bunkers, and do so with less ice, according to Department Bulletin 1398-D, "Comparative Efficiency of Divided Wire-Basket Bunkers in Refrigerator Cars," just issued by the U. S. Department of Agriculture.

In order to determine the efficiency of

this new type of bunker two tests were made, using two cars in each. One car was equipped with the United States standard wire-basket bunker and the other with the divided wire-basket bunker.

The car having the divided wire basket bunker maintained temperatures equal to those kept up by a car of exactly the same construction except that the latter was equipped with a United States standard wire-basket bunker of larger ice capacity.

In the first test the car having the divided wire-basket bunker required 4,060 pounds less ice than the other car, and in the second test 3,634 pounds less. This saving in ice was a result of the increased meltage surface provided by the new type of bunker and because of its smaller ice capacity.

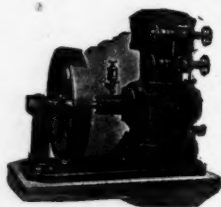
The bulletin contains numerous details relative to the tests and results obtained.

MEAT IMPORTS AT NEW YORK.

Imports of meats and meat products received at the port of New York for the week ending May 29, 1926, are reported officially as follows:

Point of origin.	Commodity.	Amount.
France—Tripe in tins	800 lbs.	
Germany—Smoked pork	680 lbs.	
Germany—Loose sausage	770 lbs.	
Italy—Smoked pork	7,456 lbs.	
Italy—Loose sausage	11,850 lbs.	
Italy—Sausage and hams	1,075 lbs.	
Canada—Calf carcasses	3,042 lbs.	
Canada—Smoked meat	9,096 lbs.	
Canada—Pork tenderloins	1,458 lbs.	
Canada—Calf livers	3,838 lbs.	
Canada—Beef tongues	3,442 lbs.	
Norway—Meat cakes in tins	620 lbs.	
Spain—Sausage (tins)	440 lbs.	
So. America—Corned beef (tins)	369,300 lbs.	
So. America—Meat extract	40,096 lbs.	
Czecho-Slovakia—Sausage	170 lbs.	
Czecho-Slovakia—Lamb in tins	5,100 lbs.	

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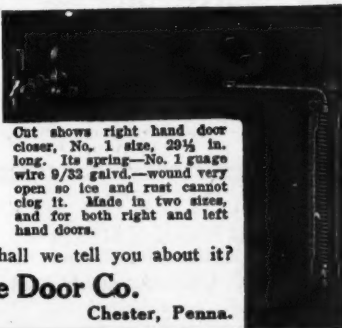
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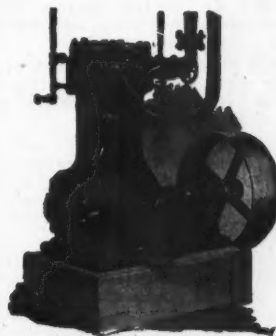
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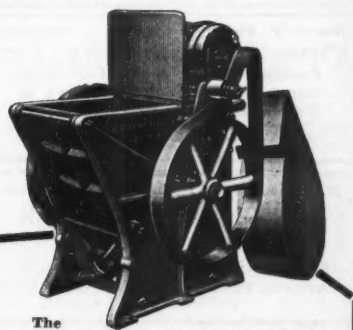
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Chicago Section

H. L. MacWilliams, sales manager of the Dold Packing Co., Omaha, Nebr., was a Chicago visitor this week.

Wm. A. Dawson, president of the Layton Company, Milwaukee, Wis., made a trip to the city during the week.

Horace McDowell, manager of the Moultrie, Ga., plant of Swift & Company, spent a few days in Chicago this week.

President Jay E. Decker, of Jacob E. Decker & Sons Co., Inc., Mason City, Ia., was a business visitor in the city this week.

Packers' purchases of livestock at Chicago for the first four days of this week totaled 39,011 cattle, 14,718 calves, 64,734 hogs and 30,892 sheep.

E. C. Merritt, general manager of the St. Louis Independent Packing Co., St. Louis, Mo., passed through Chicago late in the week on his way East.

Kenneth Boyd was greeted by friends on the Board of Trade this week, following his return from England. He plans to spend a few days in Chicago before leaving for his summer home in the East.

Chas. M. Coleman, of Swift & Company's Kensington Market branch, Philadelphia, was a visitor to Chicago last week. The sheriff was not chasing Mr. Coleman, but his many Chicago friends were.

Provision shipments from Chicago for the week ending May 29, 1926, are reported as follows, with comparisons:

	Last week.	Prev. week.	Cor. week.
Cured meats, lbs.....	18,039,000	18,140,000	13,834,000
Fresh meats, lbs.....	37,108,000	37,887,000	34,832,000
Lard, lbs.....	5,706,000	7,841,000	8,805,000

E. E. Nott, general manager of P. Burns & Co., Ltd., with headquarters at Calgary, Alberta, Canada, was a visitor in Chicago this week. Mr. Nott is well known in packinghouse circles and was kept busy by his many friends during his stay in the city.

Prices realized on Swift & Company sales of carcass beef in Chicago for week ending Saturday, May 29, 1926, on shipments sold out were as follows: Cows, common to good, 10@14c; steers, common to medium, 13@15.50c; steers, good to choice, 16@19.50c; averaged 14.35c per lb.

Felix von Bethmann-Hollweg, son of the late chancellor of Germany, was a visitor in Chicago this week. He has extensive livestock interests over there, and is interested in methods followed at the central livestock markets in this country. He made a thorough inspection of the Union Stock Yards, and visited some of the larger packing plants here, under the chaperonage of Dr. Rudolf A. Clemen and Mr. Tage U. Ellinger.

INSTITUTE MEETING.

(Continued from page 21.)

conditions. He also described the tests necessary to determine their accuracy.

W. Lee Lewis, Director of the Department of Scientific Research, spoke also before the operating men on the "Cause and Cure of Slimes" in certain meat products. He described the means by which the contamination is spread and made suggestions for its control.

Wayne Dinsmore, of the American Horse Association, and F. A. Warner, of the Mack Truck Corporation, concluded the program with talks on the delivery of packinghouse products. Mr. Dinsmore described the field of the horse and wagon and Mr. Warner, the function of the truck in the packing industry.

Attendance at Meeting.

Attendance at the meeting of the Purchasing Section included G. W. Armstrong, J. F. Massie, J. S. Armstrong, J. R. Johnson, J. A. Bruder and C. J. Carney, Cudahy Packing Company, Chicago; E. P. Dunn, Cudahy Brothers Company, Cudahy, Wis.; A. G. Franklin, Allied Packers, Inc., Chicago; J. A. Gallagher, Guggenheim Bros., Chicago; W. H. Gausselein, Mutual Sausage Co., Chicago; J. A. Greenlee, Kalamazoo Vegetable Parchment Co., Kalamazoo, Mich.; S. A. Grow, Jacob E. Decker & Sons, Mason City, Ia.; Walter Hirsch,

Oscar Mayer & Company, Chicago; D. L. Hoff, Rath Packing Company, Waterloo, Ia.; F. C. Lyon, Dunlevy-Franklin Co., Pittsburgh, Pa.; A. G. Newman, Harry Manaster & Brother, Chicago; F. B. Penney, Brennan Packing Co., Chicago; J. E. Reed, A. H. Minwegen, J. L. Tarpley, Armour and Company, Chicago; Arnold G. Rose, Roberts & Oake, Chicago; J. C. Colley, W. M. Gramer, J. A. Cramer, C. Roy Bond, W. E. Rowe, A. R. Marquis, E. G. Sauter, J. B. Rogers, Swift & Company, Chicago; H. M. Shulman, Hammond Standish & Co., Detroit, Mich.; H. A. Wurzbacher, Stauffer Chemical Co., Chicago; W. H. Graham, Mutual Sausage Co., Chicago; E. C. Dunnett, Roberts & Oake, Chicago.

Those present at the operating meeting included: Fred Adrian, Armour and Company, Chicago; P. H. Aldrich, H. H. Bass, Thos. L. Cheek, C. W. Becker, T. Synow, Jack Boyd, Wilson & Company, Chicago; Chas. E. Brooks, Madison, Wis.; B. E. Campbell, Charles Carson, Geo. H. Damsel, A. E. Dennett, T. Donnellan, A. L. Dye, H. E. Eller, L. E. Faulkner, Armour and Company, Chicago; M. H. Foss, R. F. Eagle, S. C. Frazee, Wilson & Company, Chicago; J. E. Gallagher, Guggenheim Brothers, Chicago; J. H. Gehrmann, Kohrs Packing Co., Davenport, Ia.; Melvin E. Guggenheim, Chicago; John P. Harris, Cincinnati Butchers Supply Co., Chicago; L. D. Hemman, Edward Innes, Armour and Company, Chicago; W. Jacobs, Adelaide, So. Australia; M. E. Johnson, G. H. Hammond Co., Chicago; S. L. Kahoun, Armour and Company; W. H. Kammert, G. J. Kellerman, Swift & Company; D. J. Kennedy, Wilson & Company; A. F. Kircher, Swift & Company; F. H. Knief, Wilson & Company; H. J. Koernig, Armour and Company; A. C. Kravel, G. H. Hammond Company; Fred W. Kurk, D. G. Lacey, Wilson & Company; O. G. Mayer, Oscar Mayer & Co.; E. C. McDonald, Metropolitan Life Insurance Co.; W. J. McMahon, Wilson & Company; B. L. Nelson, A. M. Novak, G. C. Pool, W. H. Raymond, Armour and Company; F. S. Richardson, W. D. Richardson, Swift & Company; R. F. Rowe, Wilson & Company; W. E. Saxelby, F. Seaver, Swift & Co.; J. C. Van Riper, Armour and Co.

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CHAPMAN LEAVES INDUSTRY.

H. R. Chapman, assistant to J. W. Casey, in charge of branch houses of Armour and Company, has resigned to become sales and advertising manager of the New England Candy Co., with headquarters at Boston, Mass. By this change the industry loses one of the most energetic and progressive of its younger leaders, one of the type it can ill afford to spare. It is only fair to add that the offer to Mr. Chapman was so attractive in a business way that it could not be resisted.

Mr. Chapman had been with Armour and Company for 14 years, and was one of its



H. R. CHAPMAN.

most popular staff men. Starting in the butterine department, and passing on through the advertising department, he was made assistant superintendent of the Cleveland sales territory, and later was brought to Chicago as assistant to "Jerry" Casey, general superintendent of branch houses.

For two years Mr. Chapman has been chairman of the Committee on Waste Elimination of the Institute of American Meat Packers. This is one of the most important standing committees, having in its charge vitally important plans for merchandising reforms and improvements in marketing methods, and under Mr. Chapman's leadership the committee has done some very practical work.

Before leaving for his new home in the East Mr. Chapman will be tendered a farewell dinner by Armour executives and friends in the organization.

MEXICAN LARD TAX INCREASED.

Effective May 1, 1926, the sanitary inspection tax on lard in the Federal District, Mexico, was increased from 2 centavos per kilo to 3 centavos per kilo. This tax applies to important lard as well as to domestic lard.

Subsequent to May 1, 1926, the sanitary inspection tax on meat and lard is as follows, reports Assistant American Commercial Attache George Wythe, Mexico City Mexico, to the U. S. Department of Commerce:

	Pesos per kilo
Fresh meat, beef or pork, or pork products.....	0.03
Fresh meat, goat or mutton.....	0.05
Dried meat, beef, goat or mutton.....	0.02
Port lard or beef shortening (manteca de cerdo o res).....	0.03

CHICAGO PROVISION STOCKS.

Stocks of provisions in Chicago at the close of business on May 31, 1926, with comparisons, are reported as follows by the Chicago Board of Trade:

	May 31, 1926.	Apr. 30, 1926.	May 31, 1925.
Meat pork, new, made since Oct. 1, '25, bris.	378	123	189
Other kinds of bris.			
P. S. lard, made since Oct. 1, '25, lbs.	20,874	23,490	10,792
Oct. 1, '25, lbs.	33,698,561	30,474,786	61,385,550
Other kinds of lard.	4,851,059	4,055,089	5,516,514
S. R. middles, made since Oct. 1, '25, lbs.	313,500	463,300	4,210,916
D. S. cl. bellies, made since Oct. 1, '25, lbs.	19,203,778	17,868,111	9,602,805
D. S. rib bellies, made since Oct. 1, '25, lbs.	2,455,885	1,000,217	7,083,335
Ex. sh. cl. middles, made since Oct. 1, '25	465,148	482,773	894,295
Sh. cl. middles, lbs.	1,000	1,000	42,500
Ex. sh. rib middles.		18,300	5,785,187
D. S. sh. fat backs.	6,720,798	7,692,089	7,785,187
D. S. sh. lbs.	20,175	17,200	47,561
S. P. hams, lb.	23,809,171	27,449,113	39,256,407
S. P. skd. hams.	8,041,437	9,464,111	20,862,004
S. P. bellies.	13,554,717	13,979,990	14,538,174
S. P. Cal or picnic.	6,020,947	6,824,350	10,190,467
S. P. sh. lbs.	179,208	151,692	146,280
Other cuts of meats.	0,074,070	9,248,576	8,621,128
Total cut meats, lbs.	90,140,134	95,269,822	127,260,079

CHICAGO LIVESTOCK.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., May 24.....	22,131	4,083	46,269	11,232
Tues., May 25.....	9,440	4,600	21,300	7,875
Wed., May 26.....	10,102	2,498	15,428	6,335
Thur., May 27.....	10,809	5,439	27,229	5,488
Fri., May 28.....	2,811	1,298	16,747	8,934
Sat., May 29.....	Holiday			
Totals last week.....	55,293	17,027	127,063	39,864
Previous week.....	51,357	16,288	107,877	52,738
Year ago.....	50,750	20,129	142,190	51,180
Two years ago.....	53,648	17,731	156,010	46,500

SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., May 24.....	6,324		7,223	1,179
Tues., May 25.....	2,581	98	7,027	546
Wed., May 26.....	3,082		3,400	820
Thur., May 27.....	3,008		4,549	1,063
Fri., May 28.....	1,076	98	5,254	1,001
Sat., May 29.....	Holiday			
Totals last week.....	16,141	196	27,453	4,609
Previous week.....	15,796	78	27,206	12,188
Year ago.....	12,733	120	44,752	4,452
Two years ago.....	17,631	211	46,105	6,611

Receipts at Chicago Stock Yards thus far this year to May 29, with comparative totals:

	1926.	1925.
Cattle.....	1,231,712	1,183,408
Calves.....	335,081	404,660
Hogs.....	3,156,151	3,866,521
Sheep.....	1,677,868	1,595,188

Combined weekly hog receipts at eleven markets for week ending May 29, with comparisons:

	Week.	Year to date.
Week ending May 29.....	502,000	11,596,000
Previous week.....	446,000	
1925.....	375,000	14,395,000
1924.....	623,000	17,359,000
1923.....	707,000	16,485,000
1922.....	597,000	12,225,000

Combined receipts at seven markets for the week ending May 29, with comparisons:

	*Cattle.	Hogs.	Sheep.
Week ending May 29.....	193,000	427,000	129,000
Previous week.....	172,000	397,000	139,000
1925.....	185,000	491,000	128,000
1924.....	193,000	508,000	127,000
1923.....	185,000	501,000	131,000
1922.....	156,000	495,000	105,000

Combined receipts at seven points for 1926 to May 29, 1926, with comparisons:

	*Cattle.	Hogs.	Sheep.
1926.....	4,000,000	9,974,000	4,201,000
1925.....	3,802,000	12,238,000	4,047,000
1924.....	3,981,000	14,338,000	3,855,000
1923.....	3,945,000	13,706,000	4,230,000
1922.....	3,631,000	10,090,000	3,768,000

*Calves at Omaha, St. Louis and St. Joseph counted as cattle.

Chicago Stock Yards receipts average weight and top and average prices for hogs, with comparisons:

	Average Number weight received, lbs.	Prices—Top.	Average.
*This week.....	127,300	250	\$14.75 \$13.90
Previous week.....	107,877	249	14.75 13.80
1925.....	142,190	235	12.80 11.95
1924.....	156,010	236	7.50 7.25
1923.....	188,207	240	7.40 7.10
1922.....	160,076	239	11.90 10.45
1921.....	90,624	235	8.20 7.90
Av. 1921-1925.....	147,000	237	\$ 9.40 \$ 8.95

*Receipts and average weights for week ending May 29, 1926, unofficial.

WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
*Week ending May 29.....	\$ 9.15	\$13.90	\$ 7.10	\$15.55
Previous week.....	9.25	13.80	7.15	14.75
1925.....	10.05	11.95	7.00	13.00
1924.....	9.55	7.25	6.50	14.25
1923.....	9.85	7.10	6.50	13.50
1922.....	8.40	10.45	7.10	12.20
1921.....	8.15	7.90	4.60	11.90
Av. 1921-1925.....	\$ 9.20	\$ 8.95	\$ 6.35	\$12.95

Following is given the net supply of cattle, hogs and sheep for packers at the Chicago Stock Yards:

	Cattle.	Hogs.	Sheep.
*Week ending May 29.....	40,600	100,100	34,500
Previous week.....	35,561	80,611	40,550
1925.....	38,017	97,438	46,728
1924.....	36,017	109,905	39,979
1923.....	46,450	148,540	41,961

*Saturday, May 29, estimated.

Chicago packers hog slaughters for the week ending May 29, 1926:

Armour & Co.....	9,900
Anglo-American.....	3,100
Swift & Co.....	3,100
Hammond & Co.....	6,000
Morris & Co.....	9,200
Wilson & Co.....	3,700
Boyd-Lunham.....	8,700
Western Pkg. Co.....	5,800
Roberts & Oak.....	4,600
Miller & Hart.....	5,300
Independent Pkg. Co.....	4,400
Brennan Pkg. Co.....	2,100
Agar Pkg. Co.....	17,100
Others.....	93,900
Total.....	82,400
Previous week.....	88,700
1925.....	121,900
1924.....	109,905
1923.....	159,400

(For Chicago livestock prices see page 40.)



Save us 40% in Power



On questioning the Master Mechanic of one of the large Packers using seven "Newman's," he said: "It saves us 40% in power for grinding tankage, raw and steam bone, glue, fertilizer, etc."

Why don't you save this power with a guaranteed "Newman"?

\$300.00 to \$495.00
f.o.b. factory

Newman Grinder & Pulverizer Co.

214-216 S. Wichita St., Wichita, Kansas
The Cincinnati Butchers' Supply Co., Distributors
Chicago, Ill.

Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY MARKET SERVICE

CASH PRICES.

Based on Actual Carlot Trading, Thursday, June 3, 1926.

Green Meats.

Regular Hams—	
8-10 lbs. avg.	@27
10-12 lbs. avg.	@26 1/2
12-14 lbs. avg.	@26 1/2
14-16 lbs. avg.	@26 1/2
16-18 lbs. avg.	@26
18-20 lbs. avg.	@26

Skinned Hams—	
14-16 lbs. avg.	@28 1/2
16-18 lbs. avg.	@28
18-20 lbs. avg.	@27 1/2
20-22 lbs. avg.	@25 1/2
22-24 lbs. avg.	@24 1/2
24-26 lbs. avg.	@24
26-30 lbs. avg.	@23 1/2

Picanies—	
4-6 lbs. avg.	@19
6-8 lbs. avg.	@17 1/2
8-10 lbs. avg.	@16 1/2
10-12 lbs. avg.	@16 1/2
12-14 lbs. avg.	@16

Bellies—(square cut and seedless)	
6-8 lbs. avg.	@30 1/2
8-10 lbs. avg.	@29
10-12 lbs. avg.	@28
12-14 lbs. avg.	@26 1/2
14-16 lbs. avg.	@25 1/2

Pickled Meats.

Regular Hams—	
8-10 lbs. avg.	@28
10-12 lbs. avg.	@27 1/2
12-14 lbs. avg.	@27 1/2
14-16 lbs. avg.	@27
16-18 lbs. avg.	@27 1/2
18-20 lbs. avg.	@27 1/2

Boiling Hams—(house run)	
10-12 lbs. avg.	@27 1/2
12-14 lbs. avg.	@27 1/2
14-16 lbs. avg.	@27 1/2

Skinned Hams—	
14-16 lbs. avg.	@28 1/2
16-18 lbs. avg.	@28 1/2
18-20 lbs. avg.	@28 1/2
20-22 lbs. avg.	@27
22-24 lbs. avg.	@26
24-26 lbs. avg.	@25
26-30 lbs. avg.	@24 1/2

Picanies—	
4-6 lbs. avg.	@19
6-8 lbs. avg.	@17 1/2
8-10 lbs. avg.	@16 1/2
10-12 lbs. avg.	@16 1/2
12-14 lbs. avg.	@15 1/2

Bellies—(square cut and seedless)	
6-8 lbs. avg.	@30 1/2
8-10 lbs. avg.	@29
10-12 lbs. avg.	@28
12-14 lbs. avg.	@26 1/2
14-16 lbs. avg.	@25 1/2

Dry Salt Meats.

Extra short clears, 35/45	@17 1/2
Extra short ribs, 35/45	@17 1/2
Regular plates, 6-8	@15
Clear plates, 4-6	@13
Jowl butts	@12 1/2

Fat Backs—	
8-10 lbs. avg.	@13 1/2
10-12 lbs. avg.	@13 1/2
12-14 lbs. avg.	@14
14-16 lbs. avg.	@14 1/2
16-18 lbs. avg.	@14 1/2
18-20 lbs. avg.	@14 1/2
20-25 lbs. avg.	@15

Clear Bellies—	
14-16 lbs. avg.	@20 1/2
16-18 lbs. avg.	@19 1/2
18-20 lbs. avg.	@19 1/2
20-25 lbs. avg.	@18 1/2
25-30 lbs. avg.	@18 1/2
30-35 lbs. avg.	@18 1/2
35-40 lbs. avg.	@18 1/2
40-50 lbs. avg.	@18

FUTURE PRICES.

Official Board of Trade Range of Prices.

SATURDAY, MAY 29, 1926.

	Open.	High.	Low.	Close.
LARD—				
May	15.77 1/2	15.77 1/2	15.70	15.72 1/2
July	15.85	15.85	15.75	15.77 1/2 ax
Sept.	16.02 1/2	16.05	15.82 1/2	15.95 ax
Oct.	15.95	15.97 1/2	15.95	15.95

CLEAR BELLIES—	
May	18.40
July	18.40
Sept.	18.55
Oct.	18.40

SHORT RIBS—	
May	17.25n
July	17.25ax
Sept.	17.20n

MONDAY, MAY 31, 1926.

Holiday—Board Closed.

TUESDAY, JUNE 1, 1926.

	Open.	High.	Low.	Close.
LARD—				
July	15.80	16.07 1/2	15.80	16.05-07 1/2 b
Aug.	16.02 1/2	16.30	16.02 1/2	16.20n
Sept.	16.02 1/2	16.27 1/2	16.02 1/2	16.27 1/2-30
Oct.	16.02 1/2	16.27 1/2	16.02 1/2	16.25-27 1/2 b

CLEAR BELLIES—	
July	18.40-52 1/2
Sept.	18.60
Oct.	18.75
Nov.	18.60
Dec.	18.75b

SHORT RIBS—	
July	17.35
Sept.	17.25
Oct.	17.45
Nov.	17.35
Dec.	17.42 1/2 b
Jan.	17.42 1/2 ax

WEDNESDAY, JUNE 2, 1926.

	Open.	High.	Low.	Close.
LARD—				
July	16.15	16.27 1/2-30	16.12 1/2	16.20
Aug.	16.35	16.50	16.30	16.32 1/2 n
Sept.	16.35	16.50	16.30	16.42 1/2
Oct.	16.32 1/2-30	16.47 1/2	16.30	16.40

CLEAR BELLIES—	
July	18.65
Sept.	18.75
Oct.	18.90
Nov.	18.70
Dec.	18.60 ax
Jan.	18.70

SHORT RIBS—	
July	17.50
Sept.	17.47 1/2-45
Oct.	17.50
Nov.	17.42 1/2
Dec.	17.45 ax
Jan.	17.45 ax

THURSDAY, JUNE 3, 1926.

	Open.	High.	Low.	Close.
LARD—				
July	16.35	16.52 1/2	16.25	16.50
Aug.	16.37 1/2-42 1/2	16.75	16.37 1/2	16.65n
Sept.	16.40	16.75	16.40	16.72 1/2
Oct.	16.40	16.75	16.40	16.72 1/2 ax

CLEAR BELLIES—	
July	18.85
Sept.	18.75
Oct.	18.90
Nov.	18.70
Dec.	18.85 ax
Jan.	18.95 ax

SHORT RIBS—	
July	17.55
Sept.	17.50
Oct.	17.60
Nov.	17.50
Dec.	17.60b
Jan.	17.55b

FRIDAY, JUNE 4, 1926.

	Open.	High.	Low.	Close.
LARD—				
July	16.67 1/2-72 1/2	16.72 1/2	16.62 1/2	16.72 1/2
Aug.	16.80-90	16.95	16.80	16.82 1/2 n
Sept.	16.85-95	16.95	16.82 1/2	16.95
Oct.	16.85-95	16.95	16.82 1/2	16.90

CLEAR BELLIES—	
July	18.90
Sept.	18.95
Oct.	18.90
Nov.	18.95
Dec.	19.05b

SHORT RIBS—	
July	17.90
Sept.	17.55
Oct.	17.90
Nov.	17.55
Dec.	17.90

APRIL MARGARINE EXPORTS.

Exports of margarine from the United States during April, 1926, amounted to 246,146 lbs., compared to 49,505 lbs. the same month last year. For the first four months of 1926, margarine exports were 865,864 lbs., against 315,545 lbs. in the same period last year.

H. G. S.

Packing House White Paint

Harry G. Sargent Paint Co.

502 Mass. Ave., INDIANAPOLIS, IND.

CHICAGO HOG PURCHASES.

Purchases of hogs by Chicago packers for the week ending Thursday, June 3, 1926, with comparisons, were as follows:

	Week ending June 3	Prev. week	Cor. week
Armour & Co.	7,010	5,987	7,336
Anglo-Amer. Prov. Co.	3,363	3,780	4,142
Swift & Co.	9,204	8,972	7,067
G. H. Hammond Co.	4,410	3,557	5,405
Morris & Co.	5,956	6,572	7,864
Wilson & Co.	7,512	8,046	7,702
Boyd-Lunham Co.	4,708	4,900	5,232
Western Pkg. & Prov. Co.	7,897	8,430	7,000
Roberts & Oake	3,543	5,875	6,077
Miller & Hart	3,780	5,434	5,156
Independent Packing Co.	2,745	5,170	5,527
Brennan Packing Co.	5,450	6,125	6,247
Agar Packing Co.	2,100	1,950	1,375
Total	68,087	73,938	76,316

CHICAGO RETAIL FRESH MEATS.

Beef.

	No. 1	No. 2	No. 3.
Rib roast, heavy end	25	22	12
Rib roast, light end	36	28	20
Chuck roast	26	20	14
Steaks, round	45	35	20
Steaks, sirloin, first cut	40	32	22
Steaks, porterhouse	50	37	25
Steaks, flank	28	25	18
Beef stew, chuck	20	18	12 1/2
Corned briskets, boneless	24	22	18
Corned plates	16	12	10
Corned rumps, boneless	25	22	18

Lamb.

	Good.	Com.
Hindquarters	50	21
Legs	40	28
Stews	16	10
Chops, shoulder	24	10
Chops, ribs and loin	60	..

Mutton.

Legs	26
Stew	10
Shoulders	16
Chops, rib and loin	35

Pork.

Loins, whole, 8@10 avg.	34	@36
Loins, whole, 10@12 avg.	32	@34
Loins, whole, 12@14 avg.	30	@32
Loins, whole, 14 and over	28	@30
Chops	35	@40
Shoulders	25	@25
Butts	20	@30
Spareribs	25	@25
Hocks	14	@14
Leaf lard, unrendered	..	@14

Veal.

Hindquarters	28	@38
Forequarters	18	@24
Legs	24	@35
Breasts	14	@18
Shoulders	12	@24
Cutlets	12	@16
Rib and loin chops	25	@40

Butchers' Offal

Suet	@ 6
Shop fat	@ 3
Bones, per 100 lbs.	@50
Calf skins	@15
Klips	@13
Deacons	@12

CURING MATERIALS.

	Bbls.	Sacks.
Nitrite of Soda, 1 c. l. Chicago	9%	6%
Double refined saltpetre, gran., 1 c. l.	6%	7%
Crystals	8	7%
Double refined nitrate of soda, f. o. b. N. Y. S. S., carloads	3%	3%
Less than carloads, granulated	4%	4%
Crystals	5%	5%
Kegs, 100@130 lbs., 1c more	..	..
Boric acid, in carloads, powdered, in bbls.	9	8 1/2
Crystals to powdered, in bbls., in 5-ton lots or more	9 1/2	9 1/2
In bbls. in less than 5-ton lots	9 1/2	10
Borax, carloads, powdered, in bbls.	5	4%
In ton lots, gran. or powdered, in bbls.	5 1/2	5
Salt—		
Granulated, car lots, per ton, f.o.b. Chicago	..	\$ 7.40
bulk	..	..
Medium, car lots, per ton, f.o.b. Chicago	..	9.10
bulk	..	..
Rock, car lots, per ton, f. o. b. Chicago	..	8.30
Sugar—		
Raw sugar, 96 basis	..	@4.35
Second sugar, 90 basis	..	@3.95
Syrup, testing 63 and 65 combined sucrose and invert	..	@3.1
Standard granulated f.o.b. refiners (2%)	..	@5.70
Plantation granulated f.o.b. New Orleans less (2%)	..	None

PURE VINEGARS

A. P. CALLAHAN & COMPANY

2607 SOUTH LA SALLE STREET

CHICAGO, ILL.

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.

	Week ending June 5,	Cor. week, 1925.
Prime native steers.....	17 @19	18 @19
Good native steers.....	15 @17	17 @18
Medium steers.....	13 @16	14 @16
Heifers, good.....	13 @18	13 @18
Cows.....	10 @14	8 @13
Hind quarters, choice.....	14 @24	25 @25
Fore quarters, choice.....	15 @15	14 @14

Beef Cuts.

Steer Loins, No. 1.....	@30	@31
Steer Loins, No. 2.....	@28	@28
Steer Short Loins, No. 1.....	@39	@40
Steer Short Loins, No. 2.....	@35	@35
Steer Loin Ends (hips).....	@23	@24
Steer Loin Ends, No. 2.....	@22	@24
Cow Loins.....	@21	@24
Cow Short Loins.....	@20	@20
Cow Loin Ends (hips).....	@17	@18
Steer Ribs, No. 1.....	@20	@19
Steer Ribs, No. 2.....	@19	@19
Cow Ribs, No. 1.....	@16	@16
Cow Ribs, No. 2.....	@15	@15
Cow Ribs, No. 3.....	@12	@11
Steer Round, No. 1.....	@10 1/4	@17
Steer Round, No. 2.....	@16 1/4	@16 1/4
Steer Chucks, No. 1.....	@12	@13
Steer Chucks, No. 2.....	@11 1/4	@12 1/4
Cow Round, No. 1.....	@15 1/4	@15 1/4
Cow Chucks.....	@10 1/4	@11 1/4
Steer Plates.....	@11	@11 1/2
Medium Plates.....	@11	@11 1/2
Briskets, No. 1.....	@17	@18
Briskets, No. 2.....	@14	@14
Steer Navel Ends.....	@ 8 1/4	@ 8
Cow Navel Ends.....	@ 8 1/4	@ 7
Fore Shanks.....	@ 8	@ 6 1/4
Hind Shanks.....	@ 8	@ 8
Holls.....	@ 2	@ 2
Strip Loins, No. 1, boneless.....	@50	@55
Strip Loins, No. 2.....	@45	@50
Strip Loins, No. 3.....	@35	@40
Sirloin Butts, No. 1.....	@30	@35
Sirloin Butts, No. 2.....	@25	@25
Sirloin Butts, No. 3.....	@15	@18
Beef Tenderloins, No. 1.....	@75	@75
Beef Tenderloins, No. 2.....	@65	@65
Rump Butts.....	@14	@14
Flank Steaks.....	@14	@14
Shoulder Clods.....	@15	@15
Hanging Tenderloins.....	@10	@10

Beef Products.

Brains (per lb.).....	12 1/2 @13	8 @ 9
Hearts.....	@12	29 @ 8
Tongues.....	20 1/2 @32	29 @ 8
Sweetbreads.....	5 @ 9	5 @ 7
Ox-Tail, per lb.....	5 @ 9	5 @ 7
Fresh Tripe, plain.....	@ 4	@ 4
Fresh Tripe, H. C.....	@ 6 1/4	@ 6 1/4
Livers.....	@10	10 1/2 @12
Kidneys, per lb.....	10 @10 1/2	@ 8

Veal.

Choice Carcass.....	20 @22	17 @19
Good Carcass.....	10 @19	13 @16
Good Saddle.....	20 @30	20 @27
Good Backs.....	12 @17	6 @12
Medium Backs.....	11 @12	@ 6

Veal Products.

Brains, each.....	14 1/2 @15 1/4	9 @10
Sweetbreads.....	45 @60	34 @58
Calif Livers.....	@58	34 @55

Lamb.

Choice Lamb.....	@36	@28
Medium Lamb.....	@24	@28
Choice Saddle.....	@40	@30
Medium Saddle.....	@28	@28
Choice Fore.....	@30	@20
Medium Fore.....	@28	@20
Lamb Fries, per lb.....	@32	@31
Lamb Tongues, each.....	@13	@13
Lamb Kidneys, per lb.....	@25	@25

Mutton.

Heavy Sheep.....	@11	@11
Light Sheep.....	@16	@15
Heavy Saddle.....	@14	@16
Light Saddle.....	@20	@18
Heavy Fore.....	@10	@18
Light Fore.....	@12	@15
Mutton Legs.....	@20	@20
Mutton Loin.....	@20	@15
Mutton Stew.....	@12	@9
Sheep Tongues, each.....	@13	@13
Sheep Heads, each.....	@10	@10

Fresh Pork, Etc.

Dressed Hogs.....	@25	@18
Pork Loin, 8@10 lbs. avg.....	@31	@25
Hams.....	@22	@22
Belies.....	@28	@28
Calas.....	@18 1/4	@16
Skinned Shoulders.....	10 1/2 @20	@15
Tenderloins.....	@20	@15
Spare Ribs.....	15 @16	@13 1/4
Leaf Lard.....	15 @16	@17
Back Fat.....	15 @16	@15
Butts.....	@25	@21
Hocks.....	@15	@12
Tails.....	@16	@12
Neck Bones.....	5 @ 6	@ 6
Tail Bones.....	@ 9	@ 9
Slip Bones.....	@ 9	@ 9
Blade Bones.....	@15	@15
Pigs Feet.....	8 @ 9	@ 5 1/4
Kidneys, per lb.....	10 @11	@ 9
Livers.....	@ 5	@ 6
Brains.....	17 1/2 @18	@ 8
Wars.....	@ 8	@ 8
Snouts.....	@ 9	@ 8 1/4
Heads.....	@10	@13 1/4

DOMESTIC SAUSAGE.

Fancy pork sausage, in 1-lb. carton.....	@20
Country style sausage, fresh in link.....	@21
Country style sausage, fresh in bulk.....	@19
Country style sausage, smoked.....	@25
Mixed sausage, fresh.....	@18
Frankfurts in pork casings.....	@20
Frankfurts in sheep casings.....	@22
Bologna in beef bungs, choice.....	@19
Bologna in beef middles, choice.....	@19
Bologna in cloth, paraffined, choice.....	@17
Liver sausage in hog bungs.....	@14
Liver sausage in beef rounds.....	@14
Head cheese.....	@17
New England luncheon specialty.....	@28
Liberty luncheon specialty.....	@28
Mixed luncheon specialty.....	@17
Tongue sausage.....	@25
Blood sausage.....	@19
Polish sausage.....	@19
Soups.....	@18

DRY SAUSAGE.

Cervelat, choice, in hog bungs.....	@53
Cervelat, new condition, in hog bungs.....	@23
Cervelat, new condition, in beef middles.....	@23
Thurmer Cervelat.....	@32
Farmer.....	@32
Holsteiner.....	@30
H. C. Salami, choice.....	@40
Milano Salami, choice, in hog bungs.....	@51
H. C. Salami, new condition.....	@14
Frissas, choice, in hog middles.....	@44
Genoa style Salami.....	@66
Pepperoni.....	@40 1/2
Moriadella, new condition.....	@28
Capicola.....	@58
Italian style hams.....	@45
Virginia style hams.....	@47

SAUSAGE IN OIL.

Bologna style sausage in beef rounds—	
Small tins, 2 to crate.....	\$7.00
Large tins, 1 to crate.....	8.00
Frankfurt style sausage in sheep casings—	
Small tins, 2 to crate.....	8.50
Large tins, 1 to crate.....	9.50
Frankfurt style sausage in pork casings—	
Small tins, 2 to crate.....	7.50
Large tins, 1 to crate.....	8.50
Smoked link sausage in pork casings—	
Small tins, 2 to crate.....	7.50
Large tins, 1 to crate.....	8.50

SAUSAGE MATERIALS.

Regular pork trimmings.....	@12 1/4
Special lean pork trimmings.....	21 1/4 @22
Extra lean pork trimmings.....	23 @23 1/4
Neck bone trimmings.....	@17
Pork cheek meat.....	13 1/4 @14
Pork hearts.....	8 1/4 @9
Fancy boneless bull meat (heavy).....	@11 1/4
Boneless chucks.....	@11 1/4
Shank meat.....	@10 1/4
No. 1 beef trimmings.....	@ 9 1/4
Beef hearts.....	@ 9 1/4
Beef cheeks, trimmed.....	@10 1/4
Dr. canner cows, 300 lbs. and up.....	@ 8 1/4
Dr. cutters, 400 lbs. and up.....	@ 9 1/4
Dr. bologna bulls, 500-700 lbs.....	@ 9 1/4
Beef tripe.....	4 1/2 @5
Cured pork tongues (can. trim.).....	17 1/2 @18

(These are prices to wholesalers, on material packed in new sack barrels for shipment.)

SAUSAGE CASINGS.

(F. O. B. CHICAGO.)

Beef rounds, domestic, 180 sets per tierce, per set.....	@29
Beef rounds, domestic, 140 sets per tierce, per set.....	@30
Beef rounds, export, 225 sets per tierce, per set.....	@33
Beef middles, 110 sets per tierce, per set.....	@1.52
Beef bungs, No. 1, 400 pieces per tierce, per piece.....	@22
Beef bungs, No. 2, 400 pieces per tierce, per piece.....	@21
Beef wessands, No. 1, per piece.....	@ 6
Beef wessands, No. 2, per piece.....	@1.45
Beef bladders, small, per dozen.....	@1.85
Beef bladders, medium, per dozen.....	@2.00
Beef bladders, large, per dozen.....	@2.25
Hog casings, medium, per doz. f.o.b. yds.....	@3.00
Hog casings, narrow, per lb. f.o.b. yds.....	@1.17
Hog middles, without cap, per set.....	@20
Hog middles, with cap, per set.....	@36
Hog bungs, export.....	@28
Hog bungs, large prime.....	@30
Hog bungs, medium.....	@10
Hog bungs, small prime.....	@ 6
Hog bungs, narrow.....	@ 8
Hog stomachs, per piece.....	@ 8

VINEGAR PICKLED PRODUCTS.

Regular tripe, 200-lb. bbl.....	\$14.00
Honeycomb tripe, 200-lb. bbl.....	16.00
Pocket honeycomb tripe, 200-lb. bbl.....	18.00
Pork feet, 200-lb. bbl.....	17.50
Pork tongues, 200-lb. bbl.....	35.00
Lamb tongues, long cut, 200-lb. bbl.....	42.00
Lamb tongues, short cut, 200-lb. bbl.....	51.00

BARRELED PORK AND BEEF.

Mess pork, regular.....	\$39.00
Family back pork, 20 to 34 pieces.....	41.00
Family back pork, 35 to 45 pieces.....	42.00
Clear back pork, 40 to 50 pieces.....	30.50
Clear plate pork, 35 to 45 pieces.....	27.00
Clear plate pork, 35 to 45 pieces.....	27.00
Brisket pork.....	32.00
Bean pork.....	27.50
Plate beef, 200 lb. bbls.....	35.50
Extra plate beef, 200 lb. bbls.....	27.00

COOPERAGE.

Ash pork barrels, black iron hoops.....	\$1.67 1/2 @1.72 1/4
Oak pork barrels, black iron hoops.....	1.90 @1.95
Ash pork barrels, galv. iron hoops.....	1.87 1/2 @1.92 1/4
White oak ham tierces.....	@3.15
Red oak ham tierces.....	2.27 1/2 @2.30
White oak lard tierces.....	2.47 1/2 @2.52 1/4

OLEOMARGARINE.

Highest grade natural color animal fat margarine in 1 lb. cartons, rolls or prints, f.o.b. Chicago.....	@24
White animal fat margarine in 1 lb. cartons, rolls or prints, f.o.b. Chicago.....	@19 1/4
Nut margarine, 1 lb. cartons, f.o.b. Chicago.....	@21
(30 and 60 lb. solid packed tubs, 16 per lb. less.)	
Pasture oleomargarine, 60-lb. tubs, f.o.b. Chicago.....	@10

DRY SALT MEATS.

Extra short clears.....	@17 1/4
Extra short ribs.....	@17 1/4
Short clear middles, 60-lb. avg.....	@18 1/4
Clear bellies, 14@16 lbs.....	@19 1/4
Clear bellies, 18@20 lbs.....	@19 1/4
Clear bellies, 25@30 lbs.....	@18 1/4
Rib bellies, 20@25 lbs.....	@18 1/4
Rib bellies, 25@30 lbs.....	@18 1/4
Fat backs, 10@12 lbs.....	@13 1/4
Fat backs, 12@14 lbs.....	@13 1/4
Fat backs, 14@16 lbs.....	@13 1/4
Regular plates.....	@14 1/4
Butts.....	@12 1/4

WHOLESALE SMOKED MEATS.

Regular hams, fancy, 14@16 lbs.....	@34
Skinned hams, fancy, 10@12 lbs.....	@35
Standard regular hams, 12@14 lbs.....	30 @32
Picnics, 6@8 lbs.....	@23
Standard bacon, 4@8 lbs.....	@38
Standard bacon, 10@12 lbs.....	@34
Standard bacon, 12@14 lbs.....	@34
Standard bacon strips, 6@7 lbs.....	@31 1/4
Cooked hams, choice, skin on, surplus fat off.....	@48
Cooked hams, choice, skinned, surplus fat off.....	@47
Cooked hams, choice, skinned, surplus fat off.....	@61
Cooked picnics, skin on; surplus fat off.....	@30
Cooked picnics, skinned; surplus fat off.....	@31
Cooked loin roll, smoked.....	@55

ANIMAL OILS.

Prime lard oil.....	17 1/2 @17 1/2
Extra winter strained.....	14 1/2 @15 1/4
Extra lard oil.....	13 1/4 @14
Extra No. 1 lard.....	11 1/4 @12 1/4
No. 1 lard oil.....	11 1/4 @12
No. 2 lard oil.....	11 1/4 @11 1/4
Pure neatfoot oil.....	10 1/4 @11
Extra neatfoot oil.....	11 1/4 @12 1/4
No. 1 neatfoot oil.....	11 1/4 @12 1/4
Acidless tallow oil.....	11 1/4 @11 1/4

LARD (Unrefined).

Prime, steam, cash tierces.....	@16.15
Prime, steam, loose.....	@15.42
Neutral lard.....	@17.75

LARD (Refined).

Pure lard, kettle rendered, per lb., loose.....	@16.25
Pure lard tierces.....	@16.50
Compound.....	@16.00

OLEO OIL AND STEARINE.

Oleo oil, extra.....	13 @13 1/4
Oleo stock.....	13 @13 1/4
Prime No. 1 oleo oil.....	12 1/4 @12 1/4
Prime No. 2 oleo oil.....	12 @12 1/4
No. 3 oleo oil.....	11 1/4 @11 1/4
Prime oleo stearine, edible; nominal.....	13 1/4 @14

TALLOWES AND GREASES.

Edible tallow, under 2% acid, 45 titre.....	10 1/4 @10 1/4
Prime packers, tallow.....	9 1/4 @9 1/4
No. 1 tallow, basis 10% f.a., 42 titre.....	3 1/2 @3 1/2
No. 2 tallow, basis 40% f.a., 40 titre.....	7 1/4 @7 1/4
Choice white grease, max. 4% acid, loose.....	10 1/4 @10 1/4
Chicago.....	10 1/4 @10 1/4
B-White grease, max. 5% acid.....	8 1/4 @8 1/4
Yellow grease, 12-15 f.a., med.....	5 @5
Brown grease, 40 f.a.....	7 1/4 @7 1/4

VEGETABLE OILS.

Crude cotton seed oil—in tanks f.o.b. Val-ley points.....	@13 1/4
White, decolorized, in bbls., c.a.f. Chicago.....	@10 1/4
Yellow, decolorized, in bbls.....	@ 16
Scrap stock, 50% f.a., basis, f.o.b. mills.....	2 @ 2 1/4
Corn oil in tanks, f.o.b. mills.....	12 1/4 @13
Soya bean oil, seller's tanks, f.o.b. coast.....	10 1/4 @11
Cocanut oil, seller's tank, f.o.b. coast.....	9 1/4 @10
Refined in bbls., c.a.f. Chicago, nominal.....	13 1/4 @14 1/4

FERTILIZERS.

Blood, unground and ground.....	\$ 3.75 @ 3.85
Hooftmeal.....	3.25 @ 3.50
Ground tankage, 10 to 12%.....	2.90 @ 3.25
Ground tankage, 6 to 9%.....	2.90 @ 3.00
Crushed and unground tankage.....	2.75 @ 3.00
Ground raw bone per ton.....	29.00 @32.00
Ground steam bone per ton.....	27.00 @28.00
Unground steam bone per ton.....	24.00 @26.00
Unground bone tankage per ton.....	16.00 @18.00

HORNS, HOOFS AND BONES.

No. 1 horns, 75 lb. average, per ton.....	\$185.00 @200.00
No. 2 horns, 40 lb. average, per ton.....	125.00 @135.00
No. 3 horns.....	75.00 @100.00
Hooft, black and striped.....	35.00 @ 50.00
Hooft, white.....	75.00 @ 75.00
Round shin bones, lights and med.....	55.00 @ 60.00
Round shin bones, lights and med.....	55.00 @ 60.00
Light flats.....	45.00 @ 50.00
Thigh bones, heavy.....	30.00 @ 35.00
Thigh bones, lights and med.....	25.00 @ 30.00
Buttock bones.....	50.00 @ 60.00

Note—These quotations apply to No. 1 product, which must be asserted, free from grease spots and cracks, hard and clean, uniform as to cut and weight. Packed in double bags and cartoned lots. Quotations for "Selected stock" will be in "Packinghouse By-Products Market" reports on another page.

Retail Section

Figuring Retail Cuts of Pork

**When Dealers Find It Profitable
To Cut Whole Hogs They Should
Know How to Figure Cuts and Costs**

Does it pay the retailer to buy carcass hogs and cut them up?

Can fresh hams, shoulders, loins, spareribs and other popular fresh cuts be bought cheaper this way?

Is it worth the meat cutter's time to cut up hogs?

Some retailers believe it is.

They buy carcass hogs the year round. Others buy them only in the fall of the year.

The meat dealer who cuts whole hogs must have a ready demand for all parts of the carcass.

Some retailers try to sell all cuts over the counter, while others use the less popular ones for sausage, and render lard for their own trade. Some even cure the bellies for bacon.

When It Pays to Cut Hogs.

This was the practice followed by many retailers of the previous generation, and it is one that many retailers still find profitable, especially those outside the large cities.

However, the retailer who prefers to buy his green and cured cuts ready for sale over the counter is probably in the majority. Such cuts cost him more, but he is willing to pay the difference because he does not have to plan on disposing of the less popular parts of the carcass.

Not so if he cuts up his hog carcass.

He must be a first-class merchant as well as a butcher. He must cut the carcass to the very best advantage possible, and know how to use every part so he is sure of a good profit on the whole hog.

Any retailer who follows the practice of cutting hogs should make frequent cutting tests (just as he would with other carcass meats, to know how he is coming out.

Retail cutting tests on beef, veal and lamb were given and discussed by Roy C. Lindquist in earlier issues of THE NATIONAL PROVISIONER. In response to many requests from retailers, Mr. Lindquist adds the following test on carcass hogs.

Cutting Tests on Hogs

By Roy C. Lindquist.

(Copyright, 1926, by The National Provisioner.)

Although most dealers do not cut whole hogs, yet there are those who buy and cut them regularly, and also many who do so at certain seasons, especially in the fall of the year.

The meat dealer who cuts whole hogs must, of course, have a ready demand for

all parts of the carcass, sold either directly over the counter or further processed and sold as sausage, lard and other products.

The test on four dressed hogs shown in the accompanying table was made in a Chicago shop. The cost prices given were the prevailing market quotations paid for pork cuts at the time the test was made, April 16, 1926.

A considerable advantage in buying hogs in carcass is shown, granting the retailer has an outlet for all parts of the hog.

TEST ON FOUR HOGS.

	Total weight, 518 lbs.	Average, 129½ lbs.	
	Weight	Cost	Total
Retail cuts	lbs.	per lb.	cost.
Bacon Sides	90	\$0.27	\$24.30
Hams	90	.28½	25.65
Pork Loins	58	.30	17.40
Spare Ribs	10	.17	1.70
Neck Bones	8	.07	.56
Leaf Lard	22	.16½	3.63
Cali Hams	44	.19	8.36
Butts	32	.24	7.68
Trimnings	15	.16	2.40
Fat for Lard	90	.12½	11.25
Skins	12	.10	1.20
Heads	30	.11	3.30
Feet	10	.07	.70
Tongues	3	.17	.51
Kidneys	3	.11	.33
Tails	1	.17	.21
Total	518	\$0.21 1/10	\$109.18
Hogs cost, bought already cut...			\$109.18
Hogs cost, bought whole (@ 17½c)			90.65
Gross gain			\$18.53

Gain or Loss in Cutting.

The labor cost of cutting must be subtracted from the gain of \$18.53 before a true profit is realized. In this case, the time spent by one man was about six hours. Figuring at the rate of one dollar per hour, the labor cost would be \$6.

The net gain, then, to this dealer was approximately \$12 for buying the whole hogs and cutting them up himself.

There are times when he finds the saving to be practically nothing, while in the fall of the year the saving is often greater than that shown in this test.

The main point to be remembered is that by making tests the merchant actually knows how profitable it is for him to cut up his hogs. He does not simply guess.

Use This Test as a Guide.

By saving the figures of this test he has a ready reference guide for future use. All that is necessary is to fill in the new cost prices, and to compute the total cost of the hogs bought in cuts, and then compare this cost with that of whole hogs.

He does not need to make new cutting tests unless he changes his methods of cutting, or buys a different grade of hogs.

Dealers who regularly buy whole hogs should figure their tests on the basis of their retail prices. In the place of cost prices they will use their retail prices.

How to Compute the Results.

Then the total selling value of the hogs is determined, and from this amount is subtracted the cost of the whole hogs, leaving a gross margin. This margin must be sufficient to cover all operating expenses and a reasonable profit.

This method of computing tests is the same as those outlined in previous articles on beef, lamb, and veal.

This problem of test is an individual one with each market. It is impossible to prepare a table or chart that applies accurately to any one shop. The different weights and grades of hogs cut out differently. Also the demand for the various cuts balances out differently in each market.

Make Your Own Tests.

So the butcher should make frequent tests on pork in order to be guided right in his pricing, and to keep pace with changing market conditions.

By combining several tests on hogs, for instance, he can work out a very reliable chart for his needs. He usually buys a certain grade of carcass around the same weight. These hogs will cut out fairly uniform and by averaging several tests he can secure very accurate figures.

Tell This to

Your Customers

Under this heading will appear information which should be of value to meat retailers in educating their customers and building up trade. Cut it out and use it.

VEAL AND VEGETABLES.

A stuffed veal dish that is easy to make, uses an inexpensive piece of meat and makes a delicious meat course, is prepared by following this recipe:

Cut into cubes ½ cup carrots, 1 medium-sized onion, ½ cup turnips, ½ cup potatoes. Spread vegetables on 1½ lb. veal shoulder (use flat piece) and cook until done. Place small amount of water in bottom of pan, and baste often. Season to taste with salt and pepper.

KANSAS CITY DEALERS TO MEET.

A big mass meeting of retail meat dealers in Kansas City has been called for Wednesday, June 9, for the purpose of organizing the Kansas City Meat Dealers' Association. The meeting will be held at 8 P. M. in the Livestock Exchange Auditorium in Kansas City.

Among the speakers will be Wm. McGonigle, of Cleveland, Ohio, president of the National Association of Retail Meat Dealers; John A. Kotal, of Chicago, secretary of the national association; John T. Russell, of Chicago, well-known meat retailer; Joseph F. Seng, of Milwaukee; past national president; William Diechmann and Charles Deibel, of St. Louis, and others.



HE BELIEVES IN MAKING TEMPTING MEAT DISPLAYS.

Although his meat market in Toledo, Ohio, is not very large, Bernard Katz handles it in the most efficient manner and gets the largest amount of sales possible from it. Among his best sales boosters, he finds, are the very excellent displays of meats and meat products which he makes in his refrigerated display counter.

This picture shows some of his displays and also gives an idea of the efficient lay-out he has. The whole shop is designed for quick and convenient serving of customers. His equipment is modern and up-to-date and includes a big ice box, computing scales and a "Beauty" top display refrigerator counter, made by the Cincinnati Butchers' Supply Co., Cincinnati, Ohio.

LOCAL AND PERSONAL.

Harry Holmes has sold his meat market at 289 N. Main street, Gloversville, N. Y., to Edward Guinane.

Charles March has sold his Quality Meat Market in Mt. Morris, Ill., to W. A. Robinson.

George Roberts has sold his meat market in Peekskill, N. Y., to Charles McCann.

Ed. Lepper has sold his Holland Meat Market in Holland, Minn., to George W. Tabler.

Alfred Drexler has purchased the Kersting Meat Market in Steele City, Nebr.

J. C. Knox has sold his meat market in St. Helena, Calif., to Rudolph Eid and Chris Loose.

A new meat market has been opened in Arco, Ida., by L. L. Thompson.

L. M. Churchill has sold his meat market in Port Orchard, Wash., to Fred Clement.

The meat market in the Safeway Store in Downey, Calif., has been sold to I. C. Hardesty.

J. P. Aycock has sold his meat market in McKinney, Tex., to Frank Ward.

Fritz Trede has sold his meat market in Red Bluff, Calif., to F. B. Leventon.

J. J. Underwood has sold his City Meat Market in Columbia, Tenn., to Grover C. Parks.

C. C. Tully has sold his interest in the City Meat Market in Vandalia, Mo., to Cleve McMillan.

H. H. Busley has sold the Elkhorn Meat Market in Alamosa, Colo., to J. P. Asher and B. W. Ladd.

C. E. Wallace has disposed of his meat market in Filley, Neb., to W. H. Churchill.

A. H. Davis has opened a meat market in Wenatchee, Wash.

Henry Mickle has purchased the S. Lowrey Meat Market in Grandview, Wash.

The Baird Meat Market has succeeded to the business of Baird & Metzger in Palouse, Wash.

The Independent Meat Market has engaged in business in Bozeman, Mont.

The meat market and grocery store of I. W. Zink in Turon, Kas., has been destroyed by fire.

Ed. Conley has succeeded to the business of the Williams Cash Grocery & Meat Market, Turon, Kas.

C. F. Bryan has added a meat market to his grocery business in Dodge City, Kas.

Forest Davaney has purchased the City Meat Market in Alva, Okla., from M. L. Shobe.

Byron Saunders has engaged in the meat business in Lacomb, Ore.

R. L. Warren has purchased the West Main Street meat market in Sayre, Okla., from Fred Eremam.

Newman & Boucher have opened a meat market in their grocery store at Third and Caddo, Ardmore, Okla.

J. J. Schudel has purchased the business of the Sidney Meat & Provision Co., Sidney, Neb., from Frank Interholzing.

C. W. Hudson has purchased the meat and grocery business of W. E. Newkirk, Greenwood, Neb.

Wm. Gibson & Son have purchased a meat market at Underwood, Neb.

L. W. Roe and H. V. Crawford have purchased the Central Meat Market in Wayne, Neb., from Fred Schmiedeskamp.

B. A. Baxter is engaging in the meat and grocery business in Fowler, Cal.

Can You Answer? the Most Important Questions in the Re- tail Meat Business?

IF YOU PAY 14c for a side of beef, what should be the Selling price on Round, Sirloin or Chuck Steak or on any other cut so as to give you 25% GROSS PROFIT? (20% for overhead and 5% net profit.)

CAN YOU ANSWER THIS CORRECTLY?

Let the Retailer Ready Reference answer it for you—take guess work out of your business—sell at Right Prices and know what you are doing.

The Retailer Ready Reference Charts show practically all cuts of meats in 31 charts, all figured out as to different percentages, costs and at a selling price to yield 25% on the sales price and on the cost price, and besides the total is also given.

All Figured Out for You

It has required years of compiling by an experienced practical retailer. Although cuts and percentages vary as to locality, grade of meat or method of cutting, the total result should not vary.

By using these 31 charts in your business you will discover that it is profitable to use a pencil once in a while instead of knife and cleaver.

The price of these 31 charts is so low that you can't afford not to have them.

Sent anywhere upon receipt of \$5.00

For sale by

THE NATIONAL PROVISIONER
Old Colony Bldg. Chicago, Ill.

The G. I. C. Meat Co. has been incorporated in Seattle, Wash., with a capital stock of \$10,000.

Gus Allen and S. P. Dicks have engaged in the meat business in Lakeview, Ore.

R. O. Sinclair has sold his interest in the Twin City Meat & Grocery Co., Clarkston, Wash., to James H. Miller.

A. C. Wicke Mfg. Co.

Reliable Butcher Fixtures and Supplies

Special attention given to cork and cement refrigerators

Cold storage installations and complete market equipment

NEW YORK CITY

Salesrooms:
207 East 43rd St.

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Bronx Branch
739 Brook Ave.

New York Section

A. W. Johnson, of the New York central office of Swift & Company, is spending a week in Chicago and Kansas City.

C. A. Payne, soap department, and R. H. Gifford, sausage department, Swift & Company, Chicago, are spending the week in New York.

The New York Butchers Dressed Meat Company and Joseph Stern & Son's baseball team will play Armour & Company's Jersey City team on Saturday, June 12th, in the Jersey City Oval.

Following is a report of the New York City Health Department of the number of pounds of meat, fish, poultry and game seized and destroyed in the City of New York during the week ending May 29, 1926: Meat.—Manhattan, 8 lbs.; Brooklyn, 658 lbs.; Total, 666 lbs. Poultry and Game.—Manhattan, 1,307 lbs.

The Oppenheimer Casing Co. has recently taken over the entire building adjoining its New York headquarters and warehouse, No. 47 Water st. Business increased to such an extent that there was not enough room at No. 47. So manager Julius Rosenfeld annexed the space at No. 45 Water st., much to the delight of president Harry D. Oppenheimer, who is always glad to see his baby grow bigger and bigger.

Among the Master Butchers

Of more than passing interest were several clippings presented for the attention of the members at the meeting of Ye Olde New York Branch, New York State Association of Retail Meat Dealers, at their meeting on Tuesday evening of this week. One of these, from a daily newspaper, told of the surprising results obtained from a raw meat diet, and which the members thought should be very beneficial.

Another dealt with the State inquiry into the alleged ice trust. Following considerable discussion on the situation it was found that the ice companies were charging various prices for ice. It was also learned that contracts were not being issued for smaller quantities of ice. Yet some were being served without contracts, whereas others were not.

Another had to do with the passing by the New York State legislature of a bill which has been signed by the governor, making it a misdemeanor for an employee to divulge any trade information which may have come to his knowledge while employed. This was thought to have an important bearing on tradespeople.

There was a talk by J. Bennett, a certified public accountant, on the possibility of organizing a finance corporation. Mr. Bennett cited some facts about other organizations which had formed finance corporations of their own which were being operated successfully. The matter was

given considerable thought and it will probably be further discussed at the State convention.

Another talk was given by the J. Widder on the matter of credit bureaus.

Several interesting reports were given by the Complaint Committee. One or two new complaints were received and several old ones were cleaned up satisfactorily to all.

The Committee on Sunday Closing reported they had found in Harlem a number of kosher butchers remaining open on both Saturday and Sunday. This matter is to have further attention.

As July 4th falls on Sunday, the members of this branch agreed to close their shops all day Monday, July 5th.

Several candidates were proposed and elected to membership.

The offices and meeting rooms of Ye Olde New York Branch have been moved to room 718 of the same building, No. 250 West 57th Street.

Decoration Day falling on Sunday and being celebrated on Monday made an ideal week-end holiday, especially for the retail meat dealers of New York City, many of whom closed all day Monday. Some of those taking advantage of this were State President and Mrs. Fred Hirsch, who with Mr. and Mrs. R. Schumacher motored up to Callicoon. Mr. and Mrs. Charles Hembdt with their family tried out the latest arrival—the new car—by motoring up to Sullivan County, where they spent the holidays. Mrs. William Ziegler, president of the Ladies' Auxiliary, New York State Association of Retail Meat Dealers, spent the week at her old home in Jeffersonville, New York. On Sunday Mr. Ziegler, with Mr. and Mrs. Q. Schaefer, motored up and all returned after the holidays.

State President Fred Hirsch states that all arrangements have been completed for the delegates and guests to the convention of the State Association of Retail Meat Dealers to go to Syracuse by special car. This special will leave on Sunday morning, June 13th, from the Grand Central Station on train No. 3 at 8:45 A. M., Eastern Standard time (9:45 A. M. daylight saving time) and arrive in Syracuse about 5:00 P. M. daylight saving time. The fare from New York to Syracuse is \$10.45. These train parties are very jolly and will be an opportunity for those who are not so well acquainted to make friends before reaching the convention city. As already mentioned, a very fine program has been arranged by the Syracuse convention committee.

As a fitting climax to the social activities of the past season, the Ladies' Auxiliary, New York State Association of Retail Meat Dealers, held a luncheon at Gialito's on Wednesday afternoon of last week. It was quite a memorable occasion and Mrs. Charles Hembdt, who was chairlady of both the luncheon and theatre party which followed, arranged the details so that each event was given special attention during the luncheon. Mrs. Frank P. Burck, the mother of the Auxiliary, sat at the head of the table and received the congratulations of the assemblies on her double celebration of wedding and birthday on Monday. Mrs. Gustave Lowenthal, who is sailing on June 9th with her husband, received bon voyage wishes, and Mrs. Herman Kirschbaum, whose birthday occurred on May 26th, also received congratulations. The success of the affair was due in a great measure to the untiring efforts of Mrs. Hembdt.

WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats were quoted by the U. S. Bureau of Agricultural Economics at Chicago and three Eastern markets on Thursday, June 3, 1926, as follows:

Fresh Beef:	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
STEERS (Hvy. Wt., 700 lbs. up):				
Choice	\$15.00@16.00	\$15.50@16.00	\$16.00@17.50	.....
Good	14.00@15.00	15.00@15.50	15.00@16.50	15.50@16.00
STEERS (Lt. & Med. Wt., 700 lbs. down):				
Choice	16.00@17.00	.....	16.50@18.00	17.00@18.00
Good	14.00@16.00	.....	15.00@16.50	15.50@17.00
STEERS (All Weights):				
Medium	13.00@14.00	13.50@15.00	13.50@15.00	14.50@15.50
Common	11.00@12.50	12.00@13.50	12.00@13.50	12.00@13.50
COWS:				
Good	13.00@14.00	13.00@13.50	13.00@14.00	13.50@14.50
Medium	11.50@13.00	12.00@13.00	12.50@13.00	12.50@13.50
Common	10.00@11.50	11.00@12.00	11.50@12.00	11.00@12.00
Fresh Veal (1):				
VEALERS:				
Choice	21.00@22.00	.....	23.00@25.00	21.00@23.00
Good	19.00@20.00	.....	20.00@23.00	19.00@21.00
Medium	18.00@18.00	16.00@17.00	18.00@20.00	16.00@18.00
Common	14.00@16.00	15.00@16.00	16.00@18.00	.....
CALF CARCASSES (2):				
Choice	.....	.....	.....	.....
Good	16.00@18.00	15.00@17.00	18.00@20.00	16.00@17.00
Medium	13.00@16.00	14.00@15.00	16.00@18.00	15.00@16.00
Common	11.00@13.00	13.00@14.00	.....	12.00@14.00
Fresh Lamb and Mutton:				
Spring Lamb (Gd. Ch.)	34.00@36.00	34.00@36.00	35.00@38.00	36.00@39.00
Spring Lamb (Medium)	32.00@34.00	32.00@34.00	33.00@35.00	32.00@35.00
Spring Lamb (Common)	29.00@31.00	.....	31.00@33.00	.....
LAMB (30-42 lbs.):				
Choice	32.00@33.00	34.00@35.00	32.00@34.00	.....
Good	30.00@32.00	33.00@34.00	31.00@33.00	34.00@35.00
LAMB (42-55 lbs.):				
Choice	.....	33.00@35.00	31.00@33.00	.....
Good	.....	32.00@34.00	30.00@32.00	33.00@34.00
LAMB (All Weights):				
Medium	28.00@30.00	29.00@32.00	30.00@32.00	.....
Common	27.00@28.00	.....	.....	.....
MUTTON (Ewes):				
Good	13.00@15.00	19.00@20.00	14.00@18.00	17.00@18.00
Medium	11.00@13.00	17.00@19.00	13.00@16.00	15.00@16.00
Common	10.00@11.00	13.00@16.00	11.00@13.00	12.00@14.00
Fresh Pork Outs:				
LOINS:				
8-10 lb. av.	29.00@31.00	29.00@31.00	30.00@32.00	30.00@32.00
10-12 lb. av.	27.00@29.00	28.00@29.50	29.00@31.00	29.00@31.00
12-15 lb. av.	26.00@27.00	27.00@28.50	28.00@29.00	28.00@30.00
15-18 lb. av.	23.50@24.00	25.00@27.00	27.00@28.00	26.00@27.00
18-22 lb. av.	22.00@23.50	23.00@25.00	25.00@27.00	.....
SHOULDER:				
N. Y. Style: Skinned	20.00@22.00	.....	21.00@23.00	20.00@22.00
PICNICS:				
4-6 lb. av.	18.00@20.00	20.00@21.00	.....	.....
6-8 lb. av.	.....	19.00@20.50	19.00@20.00	19.00@20.00
BUTTS: Boston Style	24.00@25.50	.....	25.00@27.00	25.00@27.00
SPARE RIBS: Half Sheets	15.50@17.00	.....	.....	.....
TRIMMINGS:				
Regular	12.50@13.50	.....	.....	.....
Lean	20.00@23.00	.....	.....	.....

(1) Includes "skin on" at New York and Chicago.

(2) Includes sides at Boston and New York.

Salted, but no "salty" taste

PURE salt is mild. When used in curing meats, it affords a mild, uniform cure—and yet those who buy the product are never conscious of a "salty" taste. They are only aware of the delicious flavor of the meat itself.

Diamond Crystal, "The Salt that's all salt," is noted for its purity and mildness. Its dry, loose flakes dissolve quickly and penetrate thoroughly and evenly every fibre of the meat.

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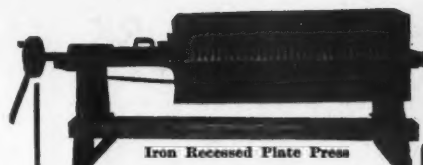
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NEW YORK MARKET PRICES

LIVE CATTLE.

Steers, good	\$9.40@10.25
Cows, canners and cutters	3.25@ 4.10
Bulls, bologna	6.00@ 6.75

LIVE CALVES.

Calves, top	@16.00
Calves, culls, per 100 lbs.	8.50@10.00

LIVE SHEEP AND LAMBS.

Spring lambs	@18.50
Aged ewes	5.00@ 8.00

LIVE HOGS.

Hogs, heavy	13.75@13.90
Hogs, medium	14.50@14.70
Hogs, 160 lbs.	14.80@15.00
Hogs, 140 lbs.	@15.10
Pigs, under 80 pounds	@15.25
Roughs	@12.25
Good Roughs	@12.50

DRESSED HOGS.

Hogs, heavy	@21½
Hogs, 180 lbs.	@21½
Hogs, 160 lbs.	@22½
Pigs, 80 lbs.	@23
Pigs, under 40 lbs.	@22½

DRESSED BEEF.

CITY DRESSED.

Choice, native, heavy	.17 @18
Choice, native, light	.17 @19
Native, common to fair	.16 @16½

WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.	.16 @17
Native choice yearlings, 400@600 lbs.	.16½ @18
Western steers, 600@800 lbs.	.15 @16
Texas steers, 400@600 lbs.	.12½ @14½
Good to choice heifers	.15½ @16½
Good to choice cows	.14 @15
Common to fair cows	.11 @13
Fresh bologna bulls	.11 @12

BEEF CUTS.

	Western.	City.
No. 1 ribs	.22 @23	23 @25
No. 2 ribs	.18 @20	20 @22
No. 3 ribs	.16 @18	18 @19
No. 1 loins	.26 @28	30 @32
No. 2 loins	.22 @24	26 @28
No. 3 loins	.18 @20	24 @26
No. 1 hind and ribs	.21 @23	20 @24
No. 2 hind and ribs	.19 @20	19 @20
No. 3 hind and ribs	.16 @18	18 @18½
No. 1 rounds	.18 @19	@17
No. 2 rounds	.16 @17	@15
No. 3 rounds	.12 @13	@16
No. 1 chucks	.12 @13	@13
No. 2 chucks	.11 @12	11 @12
No. 3 chucks	.9 @10	10 @10½
Bolognas	@ 6	12 @13
Rolls, reg. 6@8 lbs. avg.	.22 @23	
Rolls, reg. 4@6 lbs. avg.	.17 @18	
Tenderloins, 4@5 lbs. avg.	.60 @70	
Tenderloins, 5@6 lbs. avg.	.80 @90	
Shoulder clods	.10 @11	

DRESSED CALVES.

Prime	.22 @24
Choice	.20 @22
Good	.16 @19
Medium	.14 @15

DRESSED SHEEP AND LAMBS.

Lambs, choice, spring	.33 @35
Good lambs	.28 @30
Lambs, poor grade	.20 @22
Sheep, choice	.18 @20
Sheep, medium to good	.14 @16
Sheep, culls	.12 @13

SMOKED MEATS.

Hams, 8@10 lbs. avg.	.31½ @32½
Hams, 10@12 lbs. avg.	.30½ @31½
Hams, 12@14 lbs. avg.	.29 @30
Picnics, 4@6 lbs. avg.	.23 @23½
Picnics, 6@8 lbs. avg.	.21 @22
Rollettes, 6@8 lbs. avg.	.22 @23
Beef, tongue, light	.27 @28
Beef tongue, heavy	.29 @30
Bacon, boneless, Western	.31 @32
Bacon, boneless, city	.28 @29
Pickled bellies, 10@12 lbs. avg.	.23 @25

FRESH PORK CUTS.

Pork loins, fresh, Western, 10@12 lbs. avg.	.20 @30
Pork tenderloins, fresh	.45 @50
Pork tenderloins, frozen	.30 @35
Shoulders, city, 10@12 lbs. avg.	.20 @21
Shoulders, Western, 10@12 lbs. avg.	.20 @21
Butts, boneless, Western	.29 @30
Butts, regular, Western	.24 @25
Hams, city, fresh, 6@10 lbs. avg.	.30 @31
Hams, Western, fresh, 10@12 lbs. avg.	.30 @31
Picnic hams, Western, fresh, 6@8 lbs. avg.	.18 @19
Pork trimmings, extra lean	.24 @25
Pork trimmings, regular 50% lean	.15 @16
Spare ribs, fresh	.18 @17
Leaf lard, raw	.15 @16

BONES, HOOFS AND HORNS.

Round shin bones, avg. 48 to 50 lbs.	
per 100 pcs.	95.00@100.00
Flat shin bones, avg. 40 to 45 lbs., per 100 pcs.	@ 75.00
Black hoofs, per ton	45.00@ 50.00
Striped hoofs, per ton	45.00@ 50.00
White hoofs, per ton	@ 85.00
Thigh bones, avg. 85 to 90 lbs., per 100 pieces	@100.00
Horns, avg. 7½ oz. and over, No. 1s.	300.00@325.00
Horns, avg. 7½ oz. and over, No. 2s.	250.00@275.00
Horns, avg. 7½ oz. and over, No. 3s.	200.00@225.00

FANCY MEATS.

Fresh steer tongues, untrimmed.	@30c	a pound
Fresh steer tongues, l. c. trim'd	@40c	a pound
Sweetbreads, beef	@70c	a pound
Sweetbreads, veal	1.00	a pair
Beef kidneys	@16c	a pound
Mutton kidneys	@ 8c	each
Livers, beef	@22c	a pound
Oxtails	@14c	a pound
Hearis, beef	@10c	a pound
Beef hanging tenders	@20c	a pound
Lamb fries	@10c	a pair

BUTCHERS' FAT.

Shop fat	@ 2½
Breast fat	@ 4½
Edible suet	@ 5½
Cond. suet	@ 5
Bones	@20

SPICES.

	Whole.	Ground.
Pepper, white	.38	.39
Pepper, black	.26½	.29½
Pepper, Cayenne	.12	.19
Pepper, red	.21	
Allspice	.16	.18
Cinnamon	.13	.16
Coriander	.6	.9
Cloves	.27	.32
Ginger	.20	
Mace	1.15	1.25
Nutmeg	.54	

GREEN CALFSKINS.

	5-9	9½-12½	12½-14	14-18	18 up
Prime No. 1 Veals	.18	2.00	2.05	2.25	3.00
Prime No. 2 Veals	.16	1.80	1.80	2.00	2.75
Buttermilk No. 1	.15	1.65	1.70	1.90	...
Buttermilk No. 2	.13	1.45	1.45	1.65	...
Branded grubby	.10	1.05	1.05	1.25	1.55
Number 3	...	...	...	...	...

CURING MATERIALS.

	In lbs. of less than 25 bbls.	Bbls. per lb.
Double refined saltpetre, granulated	.6½c	.6½c
Double refined saltpetre, small crystal	.7½c	.7½c
Double refined large crystal saltpetre	.8½c	.8½c
Double refined nitrate soda, granulated	.4½c	.4c
In 25 barrel lots		
Double refined saltpetre, granulated	.6½c	.6c
Double refined saltpetre, small crystal	.7½c	.7½c
Double refined saltpetre, large crystal	.8½c	.8c
Double refined nitrate soda, granulated	.4c	.3½c
Carlond lots:		
Double refined saltpetre, granulated	.6c	.5½c
Double refined nitrate soda, granulated	.3½c	.3½c

DRESSED POULTRY.

FRESH KILLED.

Fowls—fresh—dry packed—12 to box:	
Western, 60 to 65 lbs. to dozen, lb.	.31 @34
Western, 55 to 59 lbs. to dozen, lb.	.31 @34
Western, 43 to 47 lbs. to dozen, lb.	.32 @35
Western, 36 to 42 lbs. to dozen, lb.	.32 @35
Western, 30 to 35 lbs. to dozen, lb.	.32 @34
Fowls—fresh—dry packed—prime to fcy.—12 to box:	
Western, 60 to 65 lbs. to dozen, lb.	.35 @35
Western, 55 to 59 lbs. to dozen, lb.	.35 @35

Western, 43 to 47 lbs. to dozen, lb.	@38
Western, 36 to 42 lbs. to dozen, lb.	@36
Western, 30 to 35 lbs. to dozen, lb.	@35

Fowls—frozen—dry picked—barrels—prime to good:	
Western, 60 to 65 lbs. lb.	.31 @33
Western, 55 to 59 lbs. lb.	.31 @33
Western, 43 to 47 lbs. lb.	.32 @34
Western, 30 to 35 lbs. lb.	.31 @33
Under 30 lbs. to dozen	.29 @31

Ducks—	
Long Islands, No. 1, bbls.	@26

Squabs—	
Prime, white, per lb.	.60 @65
Prime, dark, per dozen	2.50@3.50

LIVE POULTRY.

Broilers, colored, large, via express, lb.	@45
Ducks, other nearby, via express	@25
Pigeons, per pair, via freight or express	@45
Guineas, per pair, via freight or express	@80

BUTTER.

Creamery, extras (92 score)	.40½ @41
Creamery, firsts (90 to 91 score)	.40 @40½
Creamery, seconds	.36½ @37½
Creamery, lower grades	.35½ @36½

EGGS.

Extras, per dozen	.33½ @34½
Extra firsts	.32 @33
Firsts	.30½ @31½
Checks	.27 @28

FERTILIZER MATERIALS.

BASIS NEW YORK DELIVERY.

Ammoniates.

Ammonium sulphate, bulk, f.o.b. works, per 100 lbs.	@2.50
Ammonium sulphate, double bags, per 100 lbs., f.a.s. New York	@2.55
Blood, dried 15-16% per unit	@3.40
Fish scrap, dried 11% ammonia, 15% B. P. L., bulk, f.o.b. fish factory	4.25@ 10c
Fish guano, foreign, 13½% ammonia, 10% B. P. L.	4.00@ 10c
Fish scrap, acidulated, 6% ammonia, 3% A. P. A., f.o.b. fish factory	3.50@ 50c
Soda Nitrate, in bags, 100 lbs. spot	@2.57½
Soda Nitrate, in bags, June, first half	@2.57½
Tankage, ground, 10% ammonia, 15% B. P. L. bulk	3.50@10c
Tankage, unground, 9@10% ammonia	3.15@10c

Phosphates.

Bone meal, steamed, 3 and 50 bags, per ton	@33.00
Bone meal, raw, 4½ and 50 bags, per ton	@36.50
Acid phosphate, bulk, f.o.b. Baltimore, per ton, 16% flat	@10.40

Potash.

Kalnit, 12.4% bulk, per ton	@ 8.00
Manure salt, 20% bulk, per ton	@11.00
Muriate in bags, basis 80%, per ton	@32.50
Sulphate in bags, basis 90%, per ton	@43.00

BUTTER AT FOUR MARKETS.

Wholesale prices of 92 score butter at Chicago, New York, Boston and Philadelphia for the week ending May 27, 1926:

	May 21	22	24	25	26	27
Chicago	.40	.40½	.40½	.40	.39½	.39½
New York	.41½	.41½	.41½	.41½	.41	.41
Boston	.41½	.41½	.42	.42	.41½	.41½
Philadelphia	.42½	.42½	.42	.42	.42	.42

Wholesale prices of carlots—fresh centralized butter—90 score at Chicago:
40-40½ 40½ 40½ 40½ 40½ 39½ 40

Receipts of butter by cities (tons):

	This week.	Last week.	Last year.	—Since Jan. 1— 1926	1925.
Chicago	63,174	46,429	62,246	1,205,110	1,211,776
New York	74,783	62,540	62,909	1,351,824	1,285,672
Boston	22,066	16,525	22,144	425,881	396,811
Philadelphia	19,255	17,061	17,678	417,447	348,901
Total	179,278	142,555	164,877	3,400,262	3,222,860

Cold storage movement (lbs.):

	In	Out	On hand	Same week day last year.
	May 27.	May 27.	May 28.	
Chicago	388,779	8,440	6,480,503	2,046,338
New York	217,828	52,078	3,764,373	982,093
Boston	91,944	69,606	1,138,915	667,951
Philadelphia	60,820	16,070	1,536,087	412,706
Total	759,371	146,197	12,919,878	4,708,068

